

THE WORLD'S FIRST AIR CARGO MAGAZINE—NOW IN ITS 19TH YEAR

AIR TRANSPORTATION

OCTOBER • 1960

The Air Magazine for The Modern Shipper

Vol. 37 No. 4

IN THIS ISSUE . . .

*The New Influential—
The Traffic Manager*

*"We Want Bulk and We
Must Have Bulk"*

*Mission Accomplished
Overnight*

*Where Do We Go From
Here?*

KEY
TO THE
WORLD'S
PRIME
MARKETS...
YOUR
I.A.T.A.
CARGO
AGENT



The richest markets of the world are all within your reach, thanks to your I.A.T.A. cargo agent! He knows how to get your products there fast, at lowest possible cost, and what's more, he takes care of all export red tape—things like licensing, bank documents, letters of credit and many others! How much does he charge? Very little. All of his services are available at low, low cost. See your I.A.T.A. cargo agent.



ROYAL DUTCH AIRLINES

THE WORLD'S

FIRST

AIRLINE

TECHNICOLOR[®] DOES WORLD TRADE AT JET SPEED VIA B.O.A.C.



In the world-wide distribution of more than 516,000,000 feet of color release print footage produced a year, Technicolor Corporation and its affiliates, Technicolor, Limited and Technicolor Italiana, S.p.A. regularly employ BOAC Cargo Service.

It stands to reason. Technicolor supplies motion picture release prints for projection in theatres in almost every country of the free world from its plant facilities in Hollywood, London and Rome. Air shipments are constantly being made between important motion picture centers all over the world. Dependable service is vital to satisfy the needs of the motion picture producers who are the Company's principal customers.

BOAC's "Air Cargo" service can provide frequent flights to the world's prime markets, the kind of air distribution most

companies require for their far-flung operations. They know their products will arrive in minimum transit time at the hands of their customers.

Why don't *you* select BOAC Cargo Service? Direct flights from New York, Boston, Chicago, Detroit, Honolulu, San Francisco, Montreal, Toronto. For full information consult your freight forwarder, BOAC Cargo Agent or any BOAC office.

World Trade by Jet

B·O·A·C 

takes good care of your cargo
In association with Air India, BEA, TCA & Qantas



Spreading customer goodwill far and wide

How has Ford Motor Company succeeded in maintaining the goodwill of its truck customers? Provided dependable, nationwide parts service? Kept inventory cost to a minimum? *By the planned use of air freight.*

Every day, Ford Motor Company sends priority spare parts from regional depots to its heavy duty truck dealers throughout the United States by Emery Air Freight.

Ford absorbs this shipping cost because its planned use of Emery contributes to better inventory control and provides improved customer service which helps Ford sell more trucks.

Emery provides the fastest, most dependable air freight service for procurement and distribution anywhere in the United States and throughout the world. Call your local Emery office for full information.



EMERY AIR FREIGHT

801 Second Avenue, New York 17, N.Y.

"EMERY—Worldwide Blue Ribbon Service"

NEW EDITION!

★ Bigger
★ Better
★ Authoritative

*The World of Air Cargo
at Your Fingertips*

FOURTEENTH EDITION

AIR SHIPPERS' MANUAL

Includes such exclusive
information as:

- Airline Cargo Directory
- IATA Air Cargo Agents
- CAB Air Freight Forwarders
- Supplemental Air Carriers
- How to Analyze Shipping Costs
- Interline Air Cargo Agreements
- World Radio and Cable Rates from U. S.
- Domestic and International Air Mail and Air Parcel Post Rates
- Traffic Abbreviations
- Air Shipping Services
- Weights and Measures
- Differences in Time
- Conversion Table
- Surface-Air Cost Comparisons
- Air Cargo Statistics
- Labels for Air Shipments
- ... and other valuable information

PUBLISHED NEXT MONTH
\$1.50 per copy

TO ORDER THE CURRENT (13th)
EDITION, USE THE HANDY POST-
AGE-PAID CARD BOUND INTO
THIS ISSUE. FOR QUANTITY
RATES WRITE: AIR SHIPPERS'
MANUAL, 10 BRIDGE STREET,
NEW YORK 4, N. Y.

From The Readers

... It is interesting and contains good information.

C. L. Leonard
Manager, Traffic Dept.
Lone Star Gas Co.
Dallas, Texas

* * *

Your publication has been found very interesting.

Wood W. Vaughn
Chief, Agency Liaison
General Services Administration
Dallas, Texas

* * *

... Very, very fine magazine.

W. J. Vaughan
Traffic Manager
Eastern Shore Traffic Assn.
Onley, Va.

* * *

... Enjoy it.

C. H. Thomsen
Division Traffic Manager
Champion Paper & Fibre Co.
Pasadena, Texas

* * *

I find your magazine very helpful in keeping up with the activities in the air transportation field.

C. Howard Austin
Traffic Manager
Glamorgan Pipe & Foundry Co.
Lynchburg, Va.

* * *

We make good use of the information published in your magazine.

J. F. Forrai
Traffic Manager
Patrick Cudahy Inc.
Cudahy, Wis.

* * *

We enjoy your periodical immensely.

B. Freudenthal
Secretary
J. A. Samuel & Co., Inc.
New York, N. Y.

* * *

... Very interesting information in your publication.

John Carlson
Traffic Manager
Daniels Mfg. Co.
Rhineland, Wis.

* * *

We find your magazine very helpful in keeping abreast of developments in air shipping.

W. B. La Chicotte
President
Streuber & La Chicotte, Inc.
New York, N. Y.

* * *

... Have enjoyed your publication.

Willis C. Turner
Traffic Manager
Chevrolet-Cleveland Div., GMC
Cleveland, Ohio

* * *

A very informative magazine. All articles receive close scrutiny by our traffic and sales management.

Glenn Williamson
Traffic Manager
Cee-Bee Chemical Co., Inc.
Downey, Calif.

AIR TRANSPORTATION

The World's First Air Cargo Magazine

Established October, 1942

BPA

Member of Business Publications Audit
of Circulation, Inc.

AIR TRANSPORTATION, published once each month, thoroughly covers the entire air cargo industry for the benefit of all those engaged in shipping and handling domestic and international air freight, air express and air parcel post. Included in **AIR TRANSPORTATION**'s wide coverage are: air shipping, cargoplane development, rates, packaging, materials handling, documentation, air cargo terminal development, insurance, routing, interline procedures, new equipment, commercial airlines, military air transport service, air freight forwarding.

Subscription rate for United States and Territories, \$5.00 for one year, \$8.00 for two years, and \$11.00 for three years; foreign countries, \$6.00 for one year, \$10.00 for two years, and \$14.00 for three years. Individual copies \$1.00 for three years. Individual copies (except November), 50 cents each; November issue, \$1.00 per copy.

John F. Budd
Editor and Publisher

Editorial **Advertising**
Richard Malkin **William E. Budd**
Executive Editor Ass't to the Publisher

Viola Castang, Assistant Editor

Alba F. Block, Business Manager

Frank W. Budd, Circulation Manager

Keith H. Evans & Associates
West Coast Advertising Representative
3725 Wilshire Blvd., Los Angeles 5, Calif.
Phone: DUUnkirk 8-2981

J. B. Tratsart, Ltd.
United Kingdom Sales Representative
168A, Greenford Road
Harrow, Middlesex, England

AIR TRANSPORTATION is published by Import Publications, Inc., Ten Bridge Street, New York 4, N. Y.; also publishers of *Custom House Guide*, *American Import & Export Bulletin* and *Air Shippers' Manual*. Reprinting of any article or portion of an article appearing in this magazine without written permission, is strictly forbidden. **AIR TRANSPORTATION** is available on microfilm. For information contact publications office. Advertising rates, circulation and distribution data are listed in *Business Publications Rates & Data Classification 148*, Standard Rate & Data Service, Inc. Such data may also be obtained from the Publisher or Publisher's Representative.

EXECUTIVE OFFICES
10 BRIDGE ST., NEW YORK 4, N. Y.
Phone: WHitehall 4-2896
Cable: CUSTOGUIDE

Copyright, 1960, Import Publications, Inc.

Vol. 37, No. 4

October, 1960

CONTENTS

FEATURE ARTICLES

The New Influential—The Traffic Manager	16
"We Want Bulk and We Must Have Bulk"	18
By Sir William P. Hildred	
Mission Accomplished Overnight	20
Where Do We Go From Here?	21
By Werner Seiler	

STATISTICS

Revenue Cargo Traffic of U. S. Scheduled Airlines	40
---	----

DEPARTMENTS

Air Commerce	8	Forwarders	26
Airports	29	From the Readers	4
Books	38	Handling-Packing	28
CAB	29	In Short	4
Club News	32	Interline	12
Come 'n' Get It	42	Mail	28
Commercial Aircraft	12	New Equipment	35
Congratulations	33	Rates	12
Facts and Figures	28	Services	14

ADVERTISERS

Air Express International Corp... 33	Japan Freight Consolidators ... 36
Air Forwarder ... 40	KLM Royal Dutch Airlines .1st Cover
Air France ... 7	Lampricht & Co., Ltd. ... 39
Air-Sea Forwarders, Inc. ... 41	Lufthansa German Airlines.4th Cover
Air Shippers Manual ... 4	National Airlines ... 29
Airborne Freight Corporation ... 31	F. W. Neukirch A. G. ... 39
Airfreight Service Corp. ... 41	P. Nielsen ... 39
Alitalia ... 10	Pan American Grace Airways ... 30
American Express Co. ... 34	Pan American World Airways ... 22-3
Barnett International Forwarders, Inc. ... 37	Penson & Company ... 41
Barr Shipping Co., Inc. ... 41	Qantas ... 14
I. G. Bauer ... 39	Railway Express Agency ... 9
Peter A. Bernacki, Inc. ... 41	Ransa Airlines ... 32
British Overseas Airways Corp. 2nd Cover	Riddle Airlines ... 11
Case Problems in Transportation Management ... 38	Sabena Belgian World Airlines ... 13
Civil Air Transport ... 26	Scandinavian Airlines System ... 25
Classified Advertisements ... 41	Seaboard & Western Airlines ... 27
Custom House Guide ... 3rd Cover	J. D. Smith, Inter-Ocean, Inc. ... 41
Dachser Spedition ... 39	Swissair ... 24, 35, 37
Danzas & Co., Ltd. ... 39	Trans World Airlines ... 15
Delta Air Lines ... 12	UAT French Airlines ... 36
Frank P. Dow Co., Ltd. ... 41	Van Oppen & Co., N. V. ... 39
Emery Air Freight Corp. ... 3	Heinrich von Wirth ... 39
Ethiopian Airlines, Inc. ... 28	Gebrueder Weiss ... 39
European Freight Forwarders ... 39	W. Wingate & Johnston ... 39
Flying Cargo Inc. ... 41	World Transport Agency, Ltd. ... 39
Impex Shipping Company ... 39	Ziegler & Co. ... 39
Irish International Airlines ... 33	
Japan Air Lines ... 19	

In short...

FORD-WERKE A.G., German subsidiary of the Ford Motor Company, will introduce this month a new small car--a version of the Taunus--which will be marketed in the United States. Report is that the Taunus is to be put in competition with such popular imports as Renault and Volkswagen. Which should prompt special sales activity by air carriers making the Germany-United States run. Renault parts traffic by air still going strong. A great incentive for both shipper and carrier.

•

WHILE AIR FREIGHT MEN are looking forward to lower rates in the near future, surface rates continue to move up. Latest action is by the nation's railroads which are asking across-the-board increases. Higher rates would vary according to type of shipment and haul. Last time the roads won a general increase in freight rates from the ICC was 2½ years ago.

•

RETAILERS OF COATS AND SUITS for the distaff side have been delaying their fall purchases from manufacturers. Special bulletin issued last month by Merchants Ladies Garment Association, Inc., stated that "developments thus far in the season make it obvious that retailers intend to time the placing of their orders and the making of their purchases closer than ever before to the time when consumers come into the stores to buy." Bulletin goes on to say that "the only way in which the demand can be met is by additional production," which means added costs. Apparently air freight-wise retailers are waiting until the last moment, feeling out the market, and placing their orders at the last moment for overnight delivery. Suggest that the organization of manufacturers study seriously the application of air freight to their own sales and production schedules.

•

INDIA IS RELIABLY REPORTED to be at the point of ordering a healthy number of Soviet M-1 helicopters capable of hauling 3,500 pounds of cargo (or passenger equivalent) at high altitudes. United States helicopters are said to be losing out in the sales competition because Russian whirlybirds better suit India's particular needs. Besides, the M-1s are half the price. Worry-lines are creasing Western brows. If sale is consummated, India will be dependent on the Soviet for spare parts. Irony is that India wants to use the helicopters to haul supplies and reinforcements to remote mountain areas where military personnel are keeping a stern watch on the border of Red China, the Soviet's muscle-flexing ally.

•

EXPECTATIONS ARE THAT there's a change due in the rate structure governing North Atlantic freight traffic. There is fairly general agreement among cargo men that the change will come "soon." Exactly what "soon" means, is still up in the air. But a few venturesome souls are willing to go out on a limb and predict that it will come out of the Cannes Meeting of IATA. Which means right away.

**SHIP
IT
FAST!**

**SHIP
IT
SAFE!**



SHIP IT AIR FRANCE JET!

10-mile-a-minute Air France Jets...fastest way to ship rush-order machine tools non-stop to Paris. Safest way to ship baby chicks, too. Cargo compartments are pressurized, heated or cooled, custom-fitted for every load. You save on crating, shipping weight. Get lower insurance rates, too. Over 20 jet cargo departures every week from New York, Chicago, Los Angeles. More jets to Paris than any other airline! Fast jet connections throughout Europe, Africa, the Middle East. Jet cargo rates? None lower than Air France! See your Cargo Agent now. Or call Air France. Air France speeds cargo to more cities in more countries than any other airline.



VOL. 37

OCTOBER, 1960

No. 4

Atlantic Cargo Gained Again in 2nd Quarter

While North Atlantic passenger traffic showed a gain of 26.8% in the second quarter of 1960 as compared with the second-quarter total in 1959, cargo traffic in the same period jumped 37.9%. These facts were indicated in a report just issued by the International Air Transport Association, organization of the world's international airlines.

A total of 10,659,710 kilos (23,451,362 pounds) of freight was flown in both directions between April 1 and June 30. Of this total, passenger flights hauled 6,231,777 kilos, and all-cargo flights 4,427,933 kilos. Airfreighters made 802 flights in the quarter, an increase of 188 flights over last year's similar quarter.

Following is the statistical breakdown of the record established during April-June, 1960. Charters are not included.

Eastbound		Kilos Flown
Scheduled	Flights	
April	1,069	1,754,464
May	1,234	1,576,634
June	1,583	1,778,675
Total	3,886	5,109,773
Westbound		
April	1,059	1,760,662
May	1,218	1,944,158
June	1,532	1,845,117
Total	3,809	5,549,937
Both Directions		
April	2,128	3,515,126
May	2,452	3,520,792
June	3,115	3,623,792
Total	7,695	10,659,710

In the first quarter of this year, the transatlantic air carriers, making a total of 5,833 flights, transported 10,072,899 kilos of shipments (22,107,423 pounds) registering an increase of 51.9% over the 1959 first quarter (*August 1960 AT; page 10*).

New Routes Contained In U. S.-Mexican Agreement

A new air transport agreement which "provides for a significant expansion in the routes to be served by the United States and Mexican airlines, and sets forth liberal principles under which the respective services will be provided" has been concluded by both countries. It replaces the provisional arrangement on civil aviation which has been in force since 1957.

Mexican air carriers will be permitted to extend existing operations beyond New York to European points. Also, they may serve Dallas and/or Fort Worth as co-terminals on the present Mexico City-Chicago route; and provide services over new routes (1) between Mazatlan, Torreon

(Concluded on Page 34)

CAB Institutes a Probe Into Minimum Freight Rate Orders

Ransa is Back in Full Swing on Freight Run

Ransa Airlines, which recently suspended its all-cargo operations between Miami and Caracas, is running full schedules again, it was reported by Ramiro Salazar, New York district sales manager.

The Venezuelan air carrier several months ago suspended operations as the result of an order issued by its government (*July 1960 AT, Page 6, September 1960, Page 6*). This was a punitive measure for the alleged complicity of Ransa's former head, Captain Carlos Chavez, in the attempted assassination of President Romulo Betancourt of Venezuela.



Jones
Ransa's flying freight again



Salazar

Captain Chavez has been succeeded as Ransa head in Caracas by Edgar Pardey, who holds the title of system general manager. Captain Everett Jones, vice president-United States, who owns 18% of the airline's stock, heads a group of three, based in Miami, which also includes Captain Diaz Nurce, operations manager, and J. Abreu, a representative of the Government of Venezuela.

Ransa also maintains offices in Chicago and New York.

Glass to Head TWA?

A newspaper report last month indicated that Fred M. Glass, senior vice president and vice chairman of the board of the Empire State Building Corp., New York, may become president of Trans World Airlines. Charles S. Thomas recently resigned the presidency of TWA. Glass formerly headed the Aviation Department of the Port of New York Authority, and served as a director of the Flight Safety Foundation, Inc.

Shall existing minimum freight rate orders be modified or revoked? If they are to be modified, along what lines shall they be? The Civil Aeronautics Board expects to answer these questions through an investigation which it has ordered.

In the Board's first minimum rate order, issued a dozen years ago (*April 1948 AT, Page 49; July 1949, Page 34*), minimum rates of 16¢ per ton-mile were set for the first 1,000 miles of any single shipment. Each additional ton-mile was at 13¢. The minimum rate order, since that date, has been supplemented and modified many times. Included in such orders were lower directional and deferred freight rates. The Board also has prescribed model rules for accumulation, assembly and distribution. In 1953, a 25% increase in minimum rates was approved; then, in 1958, the Board decided not to impose the minimum rate order on air freight forwarders.

Prescott Statement

Robert W. Prescott, president of the Flying Tiger Line, biggest of the all-cargo air carriers, issued a statement in which he called the forthcoming CAB investigation "a most constructive step." He said that "lower rates are the key to the air freight future." Pointing out that his company is completing an 18-month study of air freight rates, Prescott added:

"This study will form the basis of a tariff proposal which will soon be made to the CAB and which will provide it with a basis for concrete action. This will be the first such tariff proposal, and since it is based on information gathered from the shippers, themselves, it will represent factual needs of the shipper in his projected use of air freight."

The Board, in issuing its order (No. E-15672), stated:

"By this order we institute an investigation to determine whether the existing minimum air freight rate orders should be modified or revoked and, if modified, in what manner. The order herein requests any interested person to submit a statement of position upon this question and a summary of data and arguments in support thereof. We also invite the views of such persons as to whether public hearing should go forward at this time or be deferred in order to obtain the benefit of actual experience of air carriers with new turbine-powered all-cargo aircraft expected to be introduced in 1961. Further procedures will be prescribed herein following the date set for receipt of the requested comments . . .

"In addition to the changes in the prescribed minimum air freight rates, the Board has received requests to consider (Continued on Page 36)

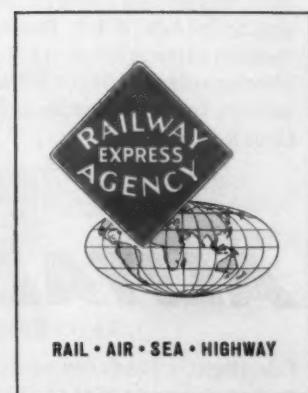
*"First plane, fast ship
we move your goods with ease
on one through bill of lading
to and from all points overseas!"*

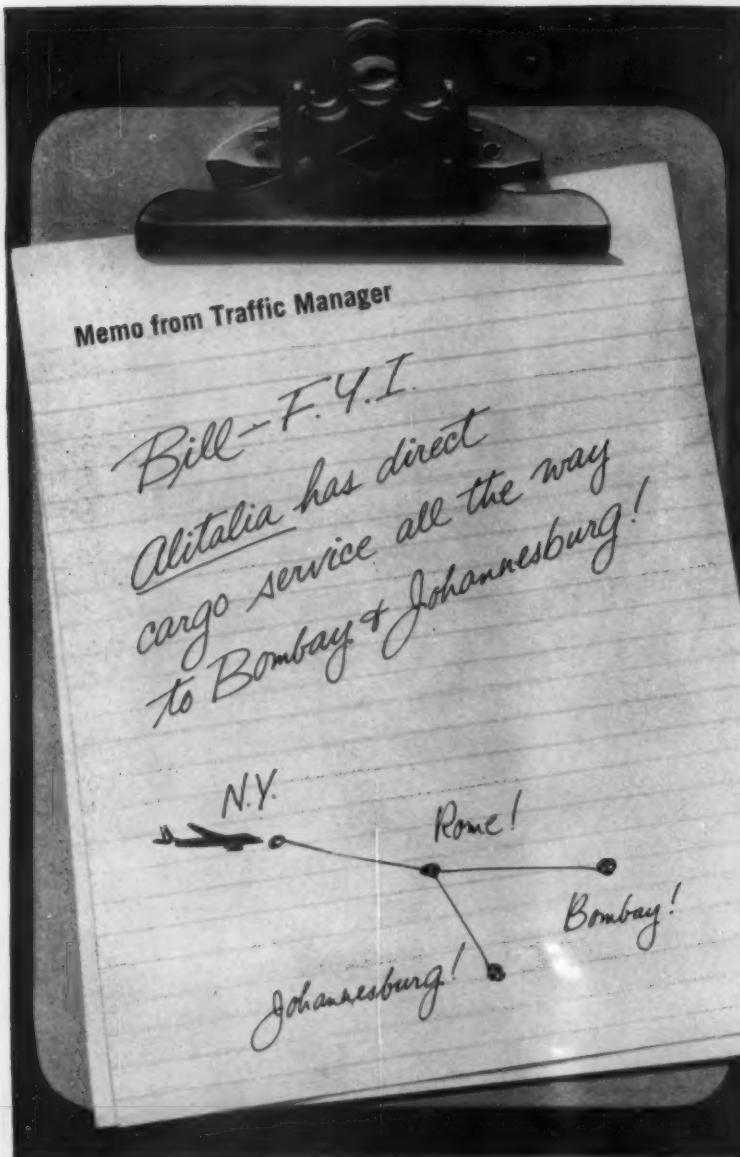
—says the Railway Express Eager Beaver



One-carrier responsibility all the way—to and from 41 countries in the free world! And Eager-Beaver Service helps you choose the fastest, most economical combination of transportation available. So forget excess paper work at gateway or dockside; forget worry and confusion. We'll handle all the customs brokerage details for you. Call your local Railway Expressman. He'll be glad to tell you about Railway Express, the most complete shipping service in the world. (You get Eager-Beaver Service when you ship Air Express, too.)

LET THE EAGER BEAVER DO IT!





As far as cargo goes, Alitalia goes all the way! Jet cargo service from New York, Boston and Montreal, nonstop to London, Milan, Rome . . . and one stop to Tel Aviv, Beirut, Damascus, Baghdad and Teheran. Alitalia's cargo network extends to major cities in Europe, Africa, the Middle and Far East, offering reserved space for shipments on all flights . . . insuring prompt delivery to all destinations. Take advantage of Alitalia's greatly reduced rates now in effect!



ALITALIA AIRLINES

As far East . . . as far South . . . as far as cargo goes

For flight schedules and rates, contact an expert—your Freight Forwarder or ALITALIA, Airfreight, 666 Fifth Avenue, N.Y. 19, N.Y.

ASA Shifts Headquarters From St. Pete to Miami

ASA International Airlines, the sole scheduled all-cargo United States-flag air carrier operating to the Latin American market, has moved its headquarters from St. Petersburg to Miami.

The airline operates a fleet of seven freighters in commercial operations, and three more aircraft under military contract.

According to Francis S. Buchanan, ASA chairman, the switch to Miami was decided by the airline's loss of Guatemala landing rights. It was revoked by the Guatemala Government as a measure of assistance to Aviateca, a national air carrier. More than half of ASA's flights had been destined to that country.

Transfer to Miami places the all-cargo airline closer to new Latin American routes which will undergo development.

Union of Mexican Air Carriers in the Wind

H. Max Healey, general manager of Compania Mexicana de Aviacion, has turned over to President Adolfo Lopez Mateos of Mexico a plan whereby the three major airlines of that country will be joined as an operational unit. Mexicana, Guest Airways, and Aeronaves de Mexico will be unified under the name of Aero Mexico. Together, it is said, the airlines will be in an excellent position to handle the purchase of new-type jets and compete in the air transportation market.



Healey
Aero Mexico?

Argentine Newspaper Starts Air Edition

A well-known Buenos Aires newspaper, *La Nacion*, has become the first publication in Latin America to inaugurate an air mail edition. The air edition, consisting of eight pages, is on a weekly basis. Its initial press run was 1,200 copies, but a complete sell-out has prompted greater runs in the future. Price of *La Nacion* in the United States is 15¢.

Another Air Union Delay?

A report from abroad has indicated to *Air Transportation* that the four-airline consortium known as Air Union probably will not get under way before 1962. This has not been officially confirmed. Air Union would be composed of the integrated systems of Alitalia, Air France, Lufthansa, and Sabena.

New Freight Run in Europe

An independent airline, Tradair, Ltd., has been authorized to operate an all-freight service between Southend and Zurich. Authorization is for a period of seven years.



Precious Package...

Kid glove treatment is S.O.P. with Riddle Airlines. Air Cargo—from live animals to heavy machinery, with fruit, flowers, fish, and fashions in between—goes first class when you ship Riddle!

Follow the lead of progressive shippers...and switch to Riddle! You eliminate crating costs and excess shipping weight, and you pay lower insurance premiums. Most important, your cargo is shipped "T.N.T."—Tonight Not Tomorrow!

SWITCH TO RIDDLE... and SAVE!

**Nation's Largest
North-South
All-Cargo
Airline**



Executive Offices, International Airport, Miami, Florida, Phone TU 7-2651

U. S. Scheduled Air Cargo Route 109 and 120 WORLD-WIDE INTERLINE CONNECTIONS

**"When an oil rig needs parts
'yesterday' isn't soon enough
... so we use Delta Air Freight"**



A day lost can cost its customers up to \$10,000 so Hughes Tool Co. of Houston, Texas, relies on Delta to rush vital equipment to the field.

"Customers phone us from the 4 corners of the globe," says N. E. Cloud, Traffic Manager. "When an oil rig is idle, the loss in production can mount to thousands of dollars a day. We meet these emergencies easily by shipping field equipment by air freight. Delta plays a major role in helping us keep customers satisfied."

Profit from Delta's BIG PLUS

Delta operates all-cargo flights and in addition carries freight on every passenger flight, including Jets. Delta cuts a dozen hidden costs of surface shipping for most every product under the sun... gives you next-day delivery to boot!



Delta all-cargo flights serve

Atlanta • Charlotte
Chicago • Cincinnati • Dallas
Detroit • Miami • Memphis
Houston • New Orleans • Orlando
New York • Philadelphia

General Offices: Atlanta Airport, Ga.



RATES

CARIBBEAN TALKS

Eight Caribbean airlines have been authorized by the Civil Aeronautics Board to conduct a mail vote and/or engage in discussions aimed at stabilizing air cargo rates in the Caribbean area. Similar discussions in the past have brought satisfactory results.

The air carriers, all members of the Caribbean Air Transport Association, are ASA, TACA, LACSA, TAN, Panama, Empresa Guatimalteca, CDA, and Ecuadoriana. The application to hold talks was filed by ASA and TACA.

LOWER MINIMUM CHARGE

O. Lee Slay, director of cargo sales, Continental Airlines, announced reduction of Continental's minimum charge on air freight shipments to \$4.00. Previously, minimum charges were based on \$4.00 or the rate for 50 pounds, whichever was higher. Slay pointed out that the new minimum charge will, in certain cases, amount to a saving of 75% in air shipping costs.

INTERLINE

NEW REA AGREEMENTS

Railway Express Agency, which recently initiated the practice of handling shipments in coordinated air freight-surface express service to and from non-airport points, has signed additional agreements with the following airlines: Flying Tiger, Mackey, National, Northeast, Pacific, and Riddle. Announced by William B. Johnson, REA president, the interline pacts are in addition to those previously announced for TWA, United, Trans-Texas (June 1960 AT; Page 6), and Delta (September 1960 AT; Page 10).

The deals provide for a single receipt to shippers covering the air freight movement between the cities served by the trunk, local-service, and all-cargo carriers, and surface express between those points and non-airport points served by the express company.

COMMERCIAL AIRCRAFT

MORE JETS FOR EASTERN

Eastern Air Lines has ordered 10 additional medium-range jet transports from Boeing Airplane Co. The 720s will bring EAL's jet fleet to a total of 26. It was pointed out by Malcolm A. MacIntyre, president, that in 1961 the airline will be operating a jet-powered fleet including 16 DC-8Bs and 40 Electras in addition to the 720s just purchased.

SO LONG, STRATOCRUISER

Northwest Orient Airlines has removed the last of the Boeing Stratocruisers from domestic routes. The airline figures that during the years it operated this type of transport, Stratocruisers flew the equivalent of 129 round trips to the moon.

FINANCE EL AL 707 JETS

The Export-Import Bank will participate in the financing of the sale of two Boeing 707 jets to El Al Israel Airlines. Amount to be loaned is \$8.9 million.

(Continued on Page 34)

FOR CARGO



or

SMALL

THE BIG NEWS IS SABENA JET CARGO SERVICE!



Just 6½ hours to Europe via daily Sabena Boeing "Intercontinental" Jets. Your shipments travel first class in pressurized, temperature-controlled cabins at lowest cargo rates. Ask your agent to route your next order Sabena Special Cargo Service to Europe — or on to Africa and the Middle East via one of Europe's largest and most efficient all-cargo fleets.



BELGIAN World AIRLINES
Sabena Building,
Fifth Avenue, New York 19, N. Y.



SERVICES

Domestic

AMERICAN

Boeing 707-220 jet service between New York and Chicago, and Tucson and Phoenix, was inaugurated last month. Departures from New York and Chicago are, respectively, at 9 a.m. and 10:50 a.m.; arrival in Phoenix, 11:55 a.m., and in Tucson, 12:55 p.m. Shipments sent from Arizona reach Chicago at 6:15 p.m., and New York 9:40 p.m. daily.

Another jet inaugural is on the New York-Chicago-Phoenix-San Diego run. It is the first through-plane jet service linking these cities.

FLYING TIGER

All-cargo service from San Francisco to New York International Airport recently was opened. Operating Lockheed 1049H *Super Constellations* on this route, Flying Tiger departs the West Coast city at 8 p.m. (PDT), arriving in New York at 9 a.m. local time. Flights are on a six-days-a-week basis.

NATIONAL

The only nonstop service between Philadelphia and Jacksonville was inaugurated last month. DC-6B aircraft leave Philadelphia daily at 4 p.m. (EDT), landing at Jacksonville at 6:05 p.m. (EST). The flight continues to Miami, arriving at 7:58 p.m. Northbound shipments leave Miami at 8:20 a.m. (EST), arriving in Jacksonville 88 minutes later. Departure from that city is at 10:20 a.m., with landing in Philadelphia scheduled for 2:19 p.m. (EDT).

NORTHWEST

Douglas DC-8C jet flights have been opened on coast-to-coast runs and to Hawaii. In addition, after an absence of more than a decade, service to Newark has been resumed.

Flight 1 leaves New York International Airport at 2:30 p.m., arrives at Chicago at 4:25 p.m., and at Seattle at 5:05 p.m. Eastbound jets (Flight 10) fly nonstop from Seattle to New York, departing from the West Coast at 10 p.m. daily, arriving at 6:30 a.m. Flight time is 4½ hours.

Two jets a week to Hawaii are operated. Flying nonstop, they leave Seattle at 7 p.m. Saturday and Sunday. Arrival at Honolulu is at 10:25 p.m. Flight time: 5:25 hours. In addition there are three weekly DC-7C flights.

Aircraft leaving from Newark Airport will make three daily arrivals at Grand Forks, Fargo, Minneapolis-St. Paul, Chicago, Seattle, Tacoma, Portland (Ore.), Spokane, Milwaukee, and Detroit.

UNITED

More jet inaugurations: Boston-Chicago-Los Angeles; Chicago-Las Vegas-Los Angeles. These two services are on a daily basis.

United recently established DC-6A all-cargo operations for the Pacific Northwest. The airfreighter leaves Seattle-Tacoma at 9 p.m. (PST) and Portland at 9:50 p.m., Mondays through Fridays. Landings at San Francisco are scheduled for 1:57 a.m. (PDT); Salt Lake City, 5:30 a.m. (MST); Omaha, 10:39 a.m. (CST); Chicago, 2:16 p.m. (CDT). Return freight flights originate at Newark, making stops at Philadelphia, Detroit, Chicago, Salt Lake City, Portland, and Seattle-Tacoma. Latter point is reached at 1:47 p.m.

(Concluded on Page 34)

Send anything to England via Qantas 707 jet!

Anything goes, *everything* goes...with a minimum of handling, a maximum of speed! One plane to London...connections right on 'round the world. All this—plus the *only* global jets straight-away across the U.S.A.! To snare space, build a fire under your cargo agent, forwarder or **QANTAS**

Australia's Round-the-World Jet Airline

In association with BOAC, A.I.I., TEAL and S.A.A.

TWA the SuperJet AIRLINE offers you two great cargo services!



Ship coast-to-coast and overseas on TWA Super Sky Merchant Fleet

Excellent service between New York, Chicago and California on TWA's all-cargo Super Sky Merchant flights. Early morning deliveries in Chicago and California. In New York ...direct connections with Super Sky Merchants to major trade centers of Europe. Also, daily service to Philadelphia, Pittsburgh, St. Louis, Indianapolis, Kansas City and San Francisco. For dependable, on-time service, specify TWA Super Sky Merchant Fleet!



TWA Jet Freight... across the U. S. and Overseas!

Speed your shipments at home or abroad with TWA Jets and giant TWA SuperJets! Immense cargo capacity...10,000 lbs. each! And only TWA offers Jet Freight service to European trading centers from major U.S. markets...San Francisco, Los Angeles, St. Louis, Chicago, and New York. TWA's Jet Fleet and Super Sky Merchant Fleet serve 70 U.S. cities, 23 world centers. And almost anything goes by TWA...often at less cost than by surface.

FASTEAST COAST-TO-COAST

Call your freight forwarder or
nearest TWA Air Freight office

TWA
THE SUPERJET AIRLINE®

Call your freight forwarder or
nearest TWA Air Freight office

*TWA THE SUPERJET AIRLINE is a service mark owned exclusively by Trans World Airlines, Inc.

A survey by the Canadian Industrial Traffic League uncovers . . .

THE NEW INFLUENTIAL

IS the influence of industrial traffic management on the executive hierarchy increasing?

The Canadian Industrial Traffic League, which recently surveyed the opinions of its more than 1,200 members—they represent some 600 firms—has given forth with a resounding YES.

The Canadian survey has brought to light a number of facts which are easily related to the traffic operations of industrial firms in the United States and other parts of the world. Although air freight is almost never referred to in the survey, its results nevertheless point a silent but eloquent finger at its needed application, if the traffic manager responds to the growing demands of his profession.

His stock has risen in a number of ways:

► His work often goes beyond the normal limitations of the Traffic Department. He will be found cooperating closely with other departments—Sales, Purchasing, Operating, Finance. He is in contact with his firm's branches, warehouses, and other manufacturing facilities.

► His activities often include the



THE TRAFFIC MAN is becoming increasingly concerned with electronic processing data. Shown above is the Raytheon Company's Unicenter at Westwood, Mass., where private wire orders transmitted by customers across the United States, are received and translated into invoice and packing slip for shipment by air freight and billing on the same day.

study of proper warehousing, inventory control, cost data, customer relations, forecasting for management, and participation in studies designed to locate and develop potential sales areas and potential source areas.

► He may be found involved in the "planning and forecasting of production; operations; warehouse stock levels; suitability of private transportation; the analysis of competitive freight rate structures and studies involving private warehousing versus public warehousing."

► Occasionally he is called in to participate in establishing sales plans and studies relating to costs, selling prices, and sales areas.

► There are industrial firms which consult the traffic manager in investigations "concerning the best sources of raw materials and the provision of such

matters as rate information, insurance details, and carrier equipment for the purchasing department."

► Specific legal problems and judgments may require the views of traffic management.

► The traffic manager is playing an increasingly important role with regard to materials-handling and packaging problems, and he may even find himself involved in labor relations and negotiations.

R. Eric Gracey, general secretary of the Canadian traffic men's organization, was prompted by a rising question to initiate the nationwide survey. Was traffic management taking on increasing responsibilities?

Among Gracey's findings was a strong trend towards upgrading the responsibilities and prestige of the traffic man. There appears to be little



The work of industrial traffic management often goes "beyond the normal limitations of the Traffic Department."

... THE TRAFFIC MANAGER

doubt that industrial brass is leaning more on him, considering his views with far more seriousness, and more frequently than ever before including him as part of the executive team.

"The golden era for alert traffic managers is upon us," said one respondent. "More and more top management is realizing the part that an efficient traffic department plays in the economical distribution of products. Traffic management in the next 10 years will come of age and the traffic managers will move up to top management positions."

The key phrase here is "*the economical distribution of products*"—an area in which air freight gradually is winning greater utilization. Some outstanding examples of the application of air freight to normal distribution are offered by the Renault, American Optical, Raytheon, and IBM World Trade operations, all of which have been featured in previous issues of *Air Transportation*.

Other comments were:

"Increasingly more important in top

AREAS OF TRAFFIC MANAGEMENT INFLUENCE

ITEM	Always	Frequency (Percentage)			No Answer
		Often	Sometimes	Never	
Operation of shipping department...	41	18	26	9	6
Packing and crating.....	23	22	40	9	6
Pallets, platforms, skids.....	25	15	31	21	8
Plant or warehouse locations.....	39	14	15	23	9
Plant or warehouse designs.....	19	18	15	39	9
Provision for private-siding-truck docks	40	15	18	22	5
Choice of materials handling equip.....	15	18	19	42	6
Warehouse inventory control.....	29	11	16	40	4
Operation of warehouse(s).....	27	11	19	31	12
Operation company car fleets.....	26	3	3	58	10
Operation company truck fleets.....	33	9	8	41	9
Leasing company car fleets.....	20	5	2	55	18
Leasing company truck fleets.....	35	7	7	33	18
Insurance—company goods in transit...	42	18	19	13	8
Purchase business forms, lading, etc...	46	19	14	13	8
Obtain transportation for personnel....	47	15	15	18	5
Obtain hotel space for personnel.....	22	20	18	35	5
Arrange household goods movements..	49	10	18	19	4



MORE AND MORE is the traffic man becoming involved with the total distribution scheme. This picture shows part of the vast production line of Renault autos at Flins, France. Renault set a new standard in the use of transatlantic air freight for the distribution of its auto parts and accessories, enabling firm to compete.

level influence in the operating sections of our companies."

"More and more involved in helping set company policy. Five years ago I never attended a sales policy meeting; now, however, I take an active part in such meetings. Management generally is leaning more and more on traffic management know-how and advice."

"Exceedingly important with increased responsibility and wider recognition. Traffic, I believe, will oversee purchasing and production, and also will be the training ground for future sales administrative personnel."

"More technical and specialized and an acknowledged profession which will receive better recognition from top management because of its great potential savings."

Indicative of the traffic manager's ex-
(Continued on Page 24)

Convening at the Falkoner Centret, Copenhagen, for the 15th annual general meeting last month, distinguished members of the International Air Transport Association heard the director general's toughest words on air cargo—its present and future. The following brief article is based on an extract from his highly significant report.

“We Want Bulk and



We Must Have Bulk”

By SIR WILLIAM P. HILDRED

Director General, International Air Transport Association

I HAVE expressed the view in past years that the industry has not paid enough attention to air cargo. I inflict the statement on you again because it is still true and because it is more important than ever to say it.

Cargo at the moment represents about 18% of the scheduled ton-kilometers performed by the world's airlines. In terms of revenue, however, its contribution to airline earnings is probably much closer to 10%. Under any circumstances, there is room to wonder whether cargo is bearing its proper share of the potential payload of the industry.

The fact that cargo carryings increased 16% in 1959 over the previous year is in itself mildly encouraging. But the increase in the cargo capacity available—in the holds of the new jets, in the rest of the existing fleet and in the aircraft newly put into all-cargo service—far exceeded 16%. From that point of view, actual performance is not very satisfactory at all.

The disparity between offering and performance will widen in the near future. There will be at least 60 all-cargo aircraft in international service before the middle of 1961. There is every possibility that IATA members will have at least twice their present cargo capacity by the end of the coming year, and that this will continue to grow substantially beyond that date. If we drift along as we have done, the gap is likely to become even more serious.

So far, we have largely been dealing with aircraft primarily designed for passenger service, even though secondarily they may have been con-

“There will be at least 60 all-cargo aircraft in international service before the middle of 1961. There is every possibility that IATA members will have at least twice their present capacity by the end of the coming year, and that this will continue to grow substantially beyond that date. If we drift along as we have done, the gap is likely to become even more serious.”

“Within the next decade we should be capable of carrying loads of 50 to 100 tons at low bulk rates. . . . The question is whether we are doing enough to develop bulk now and whether we can count on getting it when the need becomes even more urgent.”

“Certainly, there are few points at issue here which are more important than the overwhelming necessity to put cargo rating on a sound economic basis.”

verted to all-cargo. New aircraft are now being designed specifically for cargo, around such considerations as high payload, low operating costs and ease of loading and unloading. Within the next decade, we should be capable of carrying loads of 50 to 100 tons at low bulk rates.

We are thus faced with two problems: too little cargo and revenue from the space available today; and a very massive further expansion of capacities in the relatively near future. They both boil down to the same point: *we want bulk and we must have bulk*. The question is whether we are doing enough to

develop bulk now and whether we can count on getting it when the need becomes even more urgent.

There is certainly a need to consider now what action is required to ensure that cargo traffic follows the same orderly and intelligent pattern we have tried to achieve in passenger traffic. As in so many things, this is a compound problem, involving rates, basic market research, aggressive sales efforts, better customs and ground handling procedures; and what we do to mould the more distant future will affect the shorter range as well.

(Concluded on Page 25)



JAL ALL-CARGO FLIGHT SCHEDULES

EFFECTIVE OCTOBER 1—OCTOBER 31, 1960

Westbound: Flights 631 & 633

LV...SFO...1500 Wed., Sat.

AR...HNL...2205

LV...HNL...0100

AR...TYO...1315 Fri., Mon.

Eastbound: Flights 630 & 632

LV...TYO...2230 Tue., Fri.

AR...HNL...2025

LV...HNL...2125

AR...SFO...0820 Wed., Sat.

MAXIMUM DIMENSIONAL CAPACITIES

inch/width inch/length inch/height

83 x 35 x 65

83 x 55 x 45

40 x 115 x 72

55 x 80 x 45

LOAD CAPACITY, 15,000 POUNDS / Starting in February, JAL will fly DC-7F Freighters to the Orient.

JAPAN AIR LINES COURIER CARGO

Call your cargo agent, freight forwarder or nearest JAL office: San Francisco JU 3-3610 • Los Angeles SP 6-1303 • Seattle CH 2-2200 • Honolulu 5-0955 • New York OL 6-8364
Chicago AN 3-1384 • Cleveland CH 1-4331 • Dallas RI 8-8057 • Washington, D.C. ME 8-2315 • Boston HU 2-5390 • Detroit WO 2-2890 • Philadelphia LO 8-4642



Mission Accomplished Overnight

THE CONSIGNOR was the Antara Diaz Division of General Aniline & Film Corp., Johnson City, New York; and the consignee, a firm located in Erlangen, West Germany. In between, there was Flying Cargo, Inc., air freight forwarder, which had the responsibility of moving the shipment of a photographic printing machine with the utmost dispatch and safety.

What distinguished this consignment from others was that it represented the pilot air shipment of the Printmaster Model 1000. Heretofore, only smaller models had been airlifted overseas. If this operation proved out, others probably would follow.

Entirely devoid of export crating (an immediate saving of materials cost and shipping weight), the 3,000-pound Printmaster was secured to skids. Its only wrapping was a sheet of polyethylene. Dimensions of the machine were 90" x 66" x 77". Three cartons of parts, weighing a total of 50 pounds, filled out the shipment.

Brought down to New York by an



ON HAND AT THE LOADING were (left to right) Frank Como, Pan Am cargo representative; George H. Paul, Ozalid export manager of the International Division, General Aniline & Film Corp.; Louis Zeitchick, export traffic manager, Flying Cargo, Inc.; and Robert H. Heemskerk, also with Pan Am's cargo department. Scene was at Idlewild.



Up and . . .

Into the airfreighter . . .

over-the-road carrier, the export shipment came under the aegis of Flying Cargo when it reached Idlewild. The forwarder earlier had booked space aboard Pan Am's Flight 160 to Frankfurt, prepared the necessary documents and was at the scene of the Printmaster's evening loading aboard a transatlantic freighter. It took off at 3 a.m., and within hours was in the hands of Franz Haniel & Cie., customs brokers at Frankfurt. From there to Erlangen, in Bavaria, southwest of Frankfurt, it was an easy matter of transport.

The Printmaster was in profitable operation long before surface shipment would have allowed. • • •



*Yesterday's speed of air cargo transport has been reduced by half . . .
available space for air shippers is mounting . . .
the old basic problems remain . . .*

Where Do We Go From Here?

By WERNER SEILER

United States Cargo Traffic & Sales Manager
Swissair



EVER since the first blueprint of the jet transport, air freight executives have indulged themselves in countless discussions of the coming faster speeds, increased capacities, higher frequencies, etc. There was a great deal of talk about how the new aircraft would accommodate vast volumes of freight, but no one went about explaining how these shipments would be secured.

Years ago it was predicted that cargo would represent the future of the air transportation industry; that once the passenger jets were introduced, the cargo volume would leap to such a phenomenal extent that all-cargo jet service would be the next logical solution to providing adequate lift.

While it is true that the transition period and future development of air cargo has captured my company's full interest, we, too, are unable to come up with the proper answer to today's problems. At first glance a given course of action may appear quite simple. However, upon closer scrutiny, we find the issues extremely complex.

The air freight forwarder and the IATA cargo agent, for example, are facing problems quite different from ours; the shipper has other unresolved points which are of paramount importance to him; the packing industry is constantly coming up with new methods. In the face of this, the aircraft industry and the airlines are trying to meet the various requirements of the users.

Are we really meeting current problems realistically? On the threshold of this so-called new era of air transportation should not the backbone of the air freight industry have been strengthened to support *volume* shipments? Of course, the parcel business



THE AUTHOR CALLS LONG-TERM PLANNING "the one and only key to make air freight accessible to the widest range of industries and their products." Photo, taken at Zurich Airport, shows how Swissair employs a loading platform to move a heavy unit into one of its Atlantic freighters.

will always be a welcome asset to the airlines, but as far as capacity needs are concerned this kind of traffic will never be sufficient.

Rotating existing freight from one carrier to another is hardly enough to develop our industry to its true potentiality. We believe that long-term planning is the one and only key to the accessibility of air freight to the widest range of industries and their products. However, in order to tap this gigantic market, it is imperative that each and every aspect be properly analyzed and exploited. By this we mean that shipping by air must be made economically attractive over a wider area than it currently is, if the industry is to reach the stratospheric tonnages enthusiastically projected in theory.

There is nothing new in what we have said. Others have said this before. But how do we approach the solution to this problem? My company proposes what it firmly believes to be one important answer to the problem—a well-organized cooperative effort.

A fundamental requisite is the establishment of a firm bond between the airlines and the shipping public. The airlines, with their need for volume traffic, and the shippers with their need to cut costs, improve service, and expand markets in order to stay abreast of the competition, need each other, and therefore must work with each other. Part of the same picture are the traffic experts who handle the shipments of industry—the freight forwarders and cargo agents. Let's not kid

(Concluded on Page 25)



Pan Am Schedules More ALL-CARGO Flights DIRECT to

Pan Am fills the Atlantic skies with more and more all-cargo Clippers*! Giant new DC-7F Merchantmen Clippers, world's fastest all-cargo planes! Carrying your product direct to Europe and the Middle East *without transfer to another plane before leaving the U.S.* And this is in addition to present expanded cargo service aboard Pan Am Jet Clippers!

Merchantmen Clippers fly over 15 tons of well-pampered cargo. With holds 60 feet long and jumbo-size doors, they can take aboard bigger, bulkier loads than were ever possible before!

It's another example of Pan Am's ever-growing, ever-

improving service. More space! More speed! Greater convenience for you! It shows why more and more American companies today depend on Pan Am as their best means of *regular* overseas product distribution.

NEW LOW RATES, TOO!

And with all other Pan Am advantages, transatlantic cargo rates are lowered by a whopping 45% on loads of 22,000 pounds or more. More and more, it costs less to ship by Pan Am than the total for surface transportation. You deserve the advantages Pan Am can give. Call your cargo agent, freight forwarder or Pan Am office. Get your product *aboard today, abroad tomorrow!*

ALL-CARGO TO:
SHANNON
LONDON
GLASGOW
PARIS
ROME
BRUSSELS
AMSTERDAM
DUSSELDORF/
COLOGNE
FRANKFURT
STUTTGART
MUNICH
VIENNA
AND THE
MIDDLE
EAST!

Europe and the Middle East!



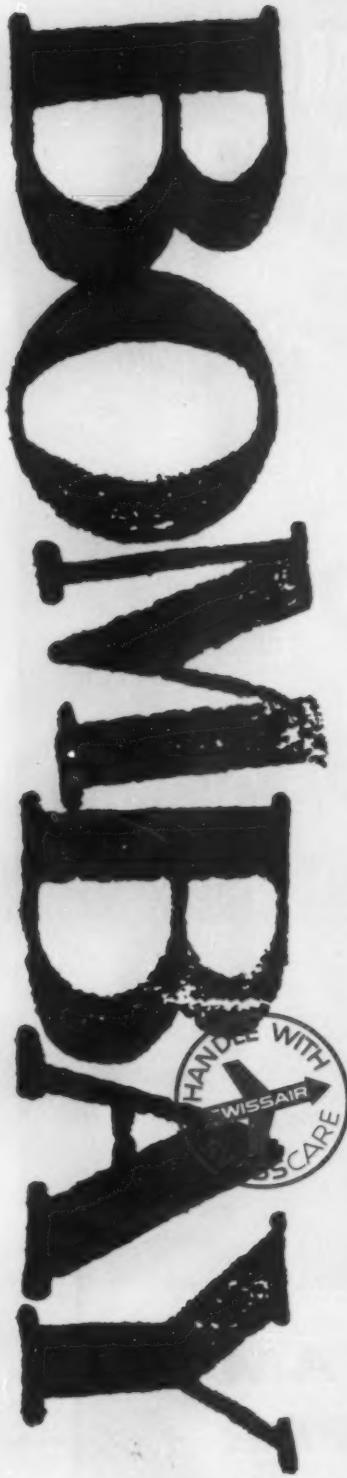
**PAN AM
CLIPPER
CARGO**

via the WORLD'S MOST EXPERIENCED AIRLINE



*Trade Mark, Reg. U. S. Pat. Off.

OCTOBER 1960—PAGE 23



... and 54 other cities are served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair... everywhere! Swissair, 10 West 49th Street, New York, N.Y. Offices in principal cities.

NEW INFLUENTIAL

(Continued from Page 17)

panding authority is the fact that 30% of the CITL respondents were involved with cooperative activities with other departments of their firms.

Twenty-eight percent were engaged in forecasting for management, cooperating in sales studies, contributing cost data, etc.

The establishment of practices and



procedures for efficient transportation, "including such matters as the planning and forecasting of production; operations; warehouse stock levels... analysis of competitive freight rate structures," etc., was handled by 22% of the responding traffic men.

Twenty percent were concerned with distribution management analyses, and 17% with purchasing studies.

Another one of the more significant results of the survey was the extent to which traffic management influenced the purchase of various articles, supplies, and services, in addition to administering the purchase of transportation for their firms.

The table on Page 17, which details activities apart from the actual purchase of air and surface transportation, underscores the massive buying power of traffic management.

What lies in store for traffic management in the 1960s? Answered by 75% of the respondents, the replies were described by Gracey as being "uniformly optimistic concerning the future, and expressed a positive, a firm and progressive attitude." There was an abundant confidence that "great opportunities" were ahead for "the well-trained, dedicated traffic management." Following are some of the typical statements about the future received by the CITL general secretary:

"More demanding of the personnel engaged in traffic management by requiring a broader knowledge and understanding of the purposes and values of a traffic department. Higher freight costs and increasing general complexities of business generally will require a well-rounded basic traffic knowledge and an adeptness as it relates to administrative and supervisory abilities."

"More and more specialized, particularly in the field of statistics and analysis of traffic and costs; closer shipper-

carrier cooperation in all aspects of transportation; increased automation and other labor-saving devices."

"More diversified as new means of transport, handling, storage and distribution are devised."

"More complex than today with every business fighting to meet competition. A traffic manager will have to be alert to keep abreast with the changes. Traffic management will be a must with every industry in order to meet competition."

"One of the most important areas of traffic management is often overlooked, hence my listing distribution cost analysis as my No. 1 choice. Without this vital analysis, it is difficult, if not impossible, to determine the ultimate objectives of the department, whether it be recommendations to management suggesting possible changes in sales policy to accomplish more efficient and lower distribution costs, or any number of like recommendations concerning such matters as consolidation of shipments, routing, stop-offs, etc."

It was pointed out by one respondent that in order to survive, traffic management must become distribution management, encompassing "full responsibility for the physical handling of a company's product after it leaves the production line." He also recommended that distribution management should be made responsible for some control of the rate of production.

Another stated that traffic personnel will require a greater knowledge of sales, and predicted that they will become increasingly involved with marketing, thus influencing sales policy. It was pointed out in another response that there is a direct relationship between distribution and inventory control and electronic data processing.

There was a definite tendency of the Canadian traffic men to foresee their eventual involvement with the total dis-



tribution scheme, with direct channels to most departments of a company.

The new demands of traffic management will, of course, stiffen requisites for those entering the field. Many of the respondents saw a demand for "higher academic training in business generally," as one put it. With traffic winning higher stature among professions, the employee would require greater training to be able to perform an adequate job.

WE WANT BULK

(Continued from Page 18)

Perhaps the most urgent action is required with regard to rates. I believe there is no disagreement among members as to the need for new and productive rates which will attract new classes of merchandise without unnecessary dilution of present revenues. There is some difference of opinion as to the way in which they should be applied. Certainly, there are few points at issue here which are more important than the overwhelming necessity to put cargo rating on a sound economic basis.

Whatever the rating system may be, it should encourage immediate hard selling at every point of contact with the user—by agents, freight forwarders and airlines themselves. This implies the need for a greater degree of flexibility in approach which makes me ask whether the Specific Commodity Rates Boards, in current circumstances, are still doing the same useful job which they were clearly doing at the time of their creation. And it further implies the need for covering rules which are practical, easy to understand and to apply, and proof against revenue-leakage through loopholes.

Even under existing circumstances, as the figures show, there is bound to be gradual and even substantial increase in cargo traffic as more shippers and consignees learn about the advantages of shipment by air, as airline sales pressures increase and paper work decreases, as improvements are made in ground handling. This suggests the necessity, for present as well as future purposes, for doing more than we have done, *inter alia*, to improve terminal facilities; to explore the use of containers for loading and unloading, especially of consolidated shipments; and to handle air waybills by electronic processing.

The needs of air cargo grow increasingly urgent as the amount of existing loads rattles like a handful of peas in the gourd of expanding capacity. There must be a more flexible and adventurous approach to the whole subject. And there should, I suggest, also be much more interest in, and support for, air cargo development, both collective and individual, among top managements. Cargo must not be overlooked in the preoccupation with passenger traffic. To do so can only mean rejecting an opportunity to make cargo a more vital, substantial and rewarding support of the industry. • • •

SEILER ARTICLE

(Continued from Page 21)

ourselves. We know they control volume freight (most of which is going by rail, motor, and sea), and we know that, as an industry, the forwarders operate a highly efficient sales organization. If, through a sincere cooperative effort the areas of disagreement between direct and indirect air carrier can be reduced, if not eliminated, then both elements stand to gain from it.

This does not complete our proposal. We feel that the air freight picture is not a whole without the aircraft manufacturing industry, the packaging experts, and the ground-service people.

All these components should be represented on an industry board, pooling their experience and suggestions for the single purpose of bringing air freight into full stride. Establishment of this board, we feel, would be a healthy first step in the right direction. While each member of the proposed board will receive guidance from the particular industry he is representing, the assembled group conceivably would study and discuss immediate issues, problems, suggestions, etc. Its recommendations should be implemented—first, on a trial basis; and if proven out, on a permanent basis.

Once the teething troubles of the infant organization have been overcome—and we must be realistic enough to expect those first agonies of infancy—this board may be duplicated in all regions of the globe. After all, both the exporter and importer have to be led to fuller use of air freight, just as the domestic shipper and purchaser must be guided to greater utilization of the excellent air services.

We are well aware of the fact that there have been previous suggestions of organizations roughly along the same lines, independently made both in the United States and in Europe. The last one to come to my attention was that of an Airline-Forwarder Council, suggested by the Air Freight Forwarders Association, which my company supports. We feel, however, that an organization with the stated aims deserves a much broader base for the pooling of ideas and effort.

Past experience has proved that individual effort, no matter how sincere, has led to a *cul de sac*. More and more is air cargo an important link in the economy and welfare of the country in general, and of the airlines in particular. The problem before us is how to transform theory and hope into volume freight traffic. Alone we can't do it; together, we will—not just two or three of us, but all. • • •

SAS

AIR CARGO



NEW YORK-HAMBURG
36¢

(PER LB.—100 LB. MINIMUM)

***APPLIANCES** fly with SAS speed and tender care at this surprisingly low rate. So do many products. And SAS serves more cities in Europe than any other transatlantic or transpolar airline. Plus Middle East, Africa. Phone your SAS Cargo agent about your shipping problems. *Electrical household appliances



SCANDINAVIAN AIRLINES SYSTEM
638 Fifth Ave., New York 20, N.Y.



Great for Air Cargo, Tough for Mosquitoes

Pyrethrum, in the event you don't know what it is, is an African flower which is the fount of an extract which simply makes hash of mosquitos once they get a whiff of it. Not only mosquitoes, but flies, gnats, and all such pesky things.

Heretofore, most pyrethrum shipments have been made by sea. But the tangled web of affairs in the Belgian Congo has hampered the smooth flow of extract to the United States market, and there is a need to get it across the Atlantic with little or no delay. Aiding the situation is a new low developmental rate which makes shipping by air entirely feasible.



Scene at N. Y. International Airport when BOAC-hauled pyrethrum was unloaded.

British Overseas Airways Corp. recently opened some eyes at New York International Airport when one of its Boeing 707 jets landed and offloaded 60 drums of pyrethrum extract. Total weight of the lethal shipment was 6,756 pounds. The shipment had left Nairobi, British East Africa, less than 48 hours before. Take-off from London was at 1 p.m. local time; the New York landing was at 3:30 p.m. EDST same day.

BOAC is girding itself for some important traffic in this commodity. According to information from Bill Greenway, the British airline's United States cargo manager, a pyrethrum extraction plant is being constructed at Nakuru, Kenya.

FORWARDERS

SIX TONS OF HORSE CARGO

American Express Co. recently handled the airshipment of five European trotters from Pisa, Italy, to New York. Flown in a Lufthansa freighter, the steeds carried insurance coverage of \$2 million. The shipment, which included sulkiies, harnesses, animal provender, and water (weight 12,000 pounds), was accompanied by its owners, trainers, drivers, and grooms. Said American Express:

"Importing these horses into the United States was an involved procedure, both in terms of medical precaution and paperwork. Each horse had to submit to several thorough medical examinations and be given a clean bill of health (in quadruplicate) to satisfy the Department of Agriculture that it is free of five diseases—glanders, epizootic lymphangitis, ulcerative lymphangitis, dourine and surra. For these ailments, proof also had to be shown that each horse had not resided in a diseased area for the previous 60 days.

"As a further precaution, the horses were placed in quarantine at Clifton, N. J., until samples of a blood test, taken upon arrival at Idlewild Airport, were checked out by the Agricultural Research Service at Beltsville, Md. Other documentation required for each horse: a description giving the animal's breed, age, sex, distinctive markings, weight and value; a livestock release signed by the owner; and a temporary import license.

"Throughout the 15-hour transatlantic flight, the five Continental trotters received special treatment. They were given tranquilizers, and placed in padded stalls for protection against a rough passage. The

The Chinese Symbol of



Happiness

CAT

You'll be happy too — when your cargo
is placed in our expert hands.

Give YOUR CARGO the finest care —
ship on

CAT

Convenient services connecting
SEOUL TOKYO NAHA TAIPEI
MANILA HONGKONG BANGKOK

CIVIL AIR TRANSPORT

member



46, Chung Shan Road, North, Section 2, Taipei, Taiwan.

Cable: CATAIR, TAIPEI.

COMING SOON — THE MANDARIN JET

CONVAIR 880 ➤ FASTEST AIRLINER IN THE WORLD

stalls were large enough to give the horses movement but too small to allow them to lie down. Within the stalls, berths were installed for the grooms who must be with the horses at all times. In diet the horses lacked for nothing. They received normal, land-sized portions of hay, oats and water."

BERNACKI CONSOLIDATES

Peter A. Bernacki, president of Peter A. Bernacki, Inc., has announced the inauguration of international air freight consolidation services, effective October 1.



Bernacki
Consolidating

One of the original forwarders to receive a letter of registration from the Civil Aeronautics Board, Bernacki maintains his headquarters in Philadelphia. The principal air facility is in New York, with sales offices in lower Manhattan and an air freight terminal at Idlewild Airport. Other branch offices are located at Miami, New Orleans, Chicago, and Los Angeles.

Bernacki, a frequent traveler abroad, reportedly is flying to Europe to observe personally the break-bulk handling of his firm's consolidations. The company also operates as an IATA cargo agency.

AEI EXECS IN FAR EAST

Two top executives of Air Express International Corp.—Chester M. Mayer, president, and Alvin B. Beck, executive vice

COLLECTOR'S ITEM



Louis Zeitchick (right), general traffic manager of Flying Cargo, Inc., New York, is shown accepting the first of Japan Air Lines' newly designed cargo sales agency certificates from A. Yoshida, JAL district manager. Flying Cargo maintains offices in Manila and Hong Kong. In Japan it is represented by Japan Cargo Consolidators.

president—made their second visit to the Far East this year (May 1960 *AT*; *Page 14*).

It is understood that Mayer and Beck, in joint statements widely publicized in the Japanese and Hong Kong press, emphasized that AEIC policy abroad demands that it integrate its operations in each country with national custom, staff its offices with experienced personnel who are nationals of the respective countries where the facilities are located, and "sternly adhere to national rule and regulation."

The AEIC executives stated that, with regard to local competition, their firm "will

not enter into any pricing policies which will undercut the air freight consolidation rates currently in effect" in the Far East countries. They referred to the forwarders of those countries as "our economic and industry allies," and promised to seek methods to expand their air freight markets, "without resorting to destructive rate practices which can only be damaging to the entire industry." A fair profit and good service are keys to industry success, they said.

BUDD SPEAKS IN MONTREAL

John F. Budd, publisher of *Air Transportation* and a number of other international publications, addressed members of the Canadian International Freight Forwarders Association, Inc., at the Montreal Board of Trade. Budd, who also serves as executive secretary of the Custom Brokers & Forwarders Association of America, Inc., spoke on the current foreign freight forwarding picture in the United States, later conducting a session for an open-floor discussion of industry problems as a whole.

Budd
Delivers speech

open-floor discussion
of industry problems as a whole.

HARBOURT IN NEW YORK

Harbourt International, West Trenton, N. J., forwarding firm, has established a branch office at 10 Bridge St., New York, in the heart of the transportation center. (Concluded on *Page 41*)

Your CARGO is our FIRST concern on S&W Transatlantic AIRTRADERS

S&W carries nothing but freight and mail. You get faster, more efficient service.



LONDON GLASGOW	PARIS ZURICH	FRANKFURT STUTTGART
-------------------	-----------------	------------------------

MAIL and CARGO Super Constellation Flights Around the CLOCK to and from principal cities in Europe—connecting East and Far East. Call Your Freight Forwarder or

 **SEABOARD & WESTERN**

Largest All-Cargo Transatlantic Airline

Idlewild International Airport, Jamaica 30, N.Y., Faculty 2-8900. Atlanta: Poplar 7-0573. Chicago: Harrison 7-6350. Dallas: Fleetwood 7-9221. Los Angeles: Madison 4-7514. New York (80 Broad St.): Whitehall 3-1500. Philadelphia: Enterprise 6983. San Francisco: Plaza 6-1243. Washington National Airport: Sterling 3-8278

FACTS & FIGURES

UNITED STATES AIRLINES AMERICAN

August—Freight ton-mileage, at 9,803,000, was up 7% over the same month last year. Express, at 1,050,000 ton-miles, rose 8%.

BRANIFF

January-June—Financial report for the first half shows a total of 7,368,63 tons of freight handled, a drop of 6.82% from last year's first half. Ton-mileage fell 3.22% to 4,438,107. Average freight load slipped from 4932 pounds to 486 pounds. Express fell also, moving down 6.28% to 2,066.08 tons, and 8.71% to 1,017.928 ton-miles. Average express load declined from 120 pounds to 111 pounds.

EASTERN

January-June—A total of 225,132 freight shipments, weighing 23,899,187 pounds, was flown 10,230,520 ton-miles in the first half. Average shipment weight approximately 106 pounds. These figures contrast with the *January-June*, 1959, totals which showed 192,754 shipments, weighing 19,847,952 pounds, carried 8,342,728 ton-miles. Average shipment then weighed about 103 pounds. Express went up from 14,114,340 pounds to 14,831,757 pounds in the same period, with ton-mileage rising from 2,852,639 to 2,921,298.

NORTHEAST

June—A total of 273,711 ton-miles of freight was registered, increasing 157.3% over the same month a year ago. Express,

with an approximate total of 40,000 ton-miles, indicated a 16.6% rise.

PANAGRA

January-June—A total of 3,226,000 cargo ton-miles was flown in the first half. This represented an increase of 12% over the corresponding half of 1959. June operations established a new high for a single month.

UNITED

July—Freight, at 5,942,000 ton-miles, dropped 7% from the *July* 1959 total, while express, at 894,000 ton-miles, was off 11%.

FOREIGN AIRLINES

AIR FRANCE

1959—Cargo ton-miles totaled 274,740,000. Weight was 128,757,000 pounds. Both represent increases.

BEA

June—Freight ton-mileage was reported as totaling 1,286,800, an 8% jump over the total for the same months a year ago.

BOAC

1959-60—Report for the fiscal year ending March 31, 1960, showed 39,266,715 ton-miles flown, a rise of 16.6% from the previous year.

QANTAS

1959—Annual report shows a total of 18,888,769 cargo ton-miles flown, as against 14,131,625 ton-miles flown in 1958.

SABENA

1959—The Belgian air carrier, with 32,

092,223 ton-kilometers of freight flown last year, established a new system high. Freight totals have improved steadily each year since 1952.

MAIL

DENIAL TO TRANS CARIBBEAN

The Civil Aeronautics Board has turned down the application of Trans Caribbean Airways to amend its certificate so as to allow it to transport mail between New York and San Juan on a nonsubsidy basis.

HANDLING - PACKING

MCA ISSUES MANUAL

The Manufacturing Chemists' Association has compiled recommended procedures for proper packaging, handling, transportation and storage of fertilizer grade ammonium nitrate. It is available in the form of a 24-page illustrated booklet sold by the association at 50¢ per copy.

Prepared by experts in the ammonium nitrate production and regulatory fields, the manual carries the fertilizer grade compound from the manufacturing process through to its ultimate handling on the farm. It applies only to fertilizer grade ammonium nitrate, and does not cover blasting agents in which ammonium nitrate is only a component.

The association states that under normal circumstances and with simple precautions fertilizer grade ammonium nitrate is completely safe and cites the fact that "a thorough review of the experience in handling millions of tons of the material by rail,



WE FLY EVERYTHING

... cows and pigs, machinery and furniture, and even landrovers! For more East African business at lower costs, use Ethiopian Airlines' economical Air Freight service. Three international DC-6B flights weekly between **Frankfurt** and **East Africa** via **Athens, Cairo, Khartoum**. Forty-eight freight flights weekly within Ethiopia. Save time and money! Ship via Ethiopian Airlines! *General Agents in United States and Europe TWA*

ETHIOPIAN AIRLINES
THE WONDERLAND ROUTE

truck, ship and in warehousing, has demonstrated that this product can be handled with complete safety if the recommended procedures are observed." Thus, it may have an important bearing on possible air transport.

AMHS CHAPTER SLATE

The Northern California Chapter of the American Materials Handling Society, San Francisco, has announced its slate of officers for the 1960-61 term. The president is Leo F. Delventhal, a national director of the society. Other officers are vice president, John E. Sullivan; secretary, Dan E. Billings; and treasurer, Howard H. Fisher. Directors who also serve as committee chairmen are: Alvin C. Hamre, Frank Schurr, Clyde L. Jacobs, V. E. Dyckman, John M. Mustanich, J. R. Merry, and Stanley J. Bober. Special activities chairmen are Hiram D. Smith and Ellis H. Wooley.

AIRPORTS

SEATTLE-TACOMA

Both freight and express handling increased in July at Seattle-Tacoma International Airport. Freight handled that month totaled 3,544,489 pounds as against 3,216,579 pounds for the same month of 1959. Express handleings went up from 249,597 pounds to 278,917 pounds. Totals for the first seven months of 1960 are 23,328,393 freight pounds, an increase of 2,820,809 pounds registered in the January-July 1960 period; and 1,837,392 express pounds, a rise of 103,582 pounds.

MIAMI

First in the country in international cargo handleings, Miami International Airport reported a total of 66,213,287 pounds for the first half of 1960.

SAN JUAN

In the year ended June 30, 1960, San Juan International Airport cargo volume jumped 24% from the previous year's record, establishing a new mark at 40,842,000 pounds.

TOKYO

At the present time, jet transports using Tokyo's Haneda Airport must limit their loads because of runway restrictions. A new 10,500-foot runway is expected to be ready in 1963, and all restrictions will be lifted at that time.

TUNIS

The United States Development Loan Fund will give the Government of Tunisia a loan of \$5.1 million to meet the foreign exchange costs of materials, equipment, and services in the construction of a new international airport to be located three miles north of Tunis. It will be adjacent to the existing El Aouina Airport, built in 1943-45. El Aouina is reported to be in poor condition.

CAB

BALAIR SHOW-CAUSE ORDER

The Civil Aeronautics Board has found the granting of a foreign air carrier permit to Balair Ag (also known as Balair, Ltd., and the Air Charter Company of Switzerland) in the public interest and "consistent with the obligations assumed by the United

SHIP-NATIONAL

Airline
of the Stars

Reserved Air Freight, Scheduled All Cargo Service



INCREASED LIFT CAPACITY BETWEEN

**MIAMI
ORLANDO
PHILADELPHIA
NEW YORK**

FOR WHATEVER YOU SHIP...

**Machinery • Chemicals
Perishables • Soft Goods
Live Animals • Spare Parts**

WORLD-WIDE AIR CARGO CHARTER FACILITIES

Call your Freight Forwarder,
Cargo Agent or National Airlines

States under its bilateral agreement with Switzerland." It has issued an order directing all parties "having an interest herein (to) show cause why the tentative decision . . . shall not become final," and why a permit shall not be issued.

Balair would operate under charter agreement with Swissair (which owns 40% of Balair's 16,000 shares), carrying traffic between the same points authorized for Swissair. The Board has proposed regulations which would prohibit Balair from presenting itself to the public as conducting individually waybilled or ticketed service. Balair would be permitted to engage in international charter operations, but these would be limited by the Board to six round trips per calendar year. This limitation would not include charters for Swissair over the latter's routes.

A foreign air carrier permit requires presidential approval.

In addition to the Balair shares owned by Swissair, 22% are owned by Canton Basel-Stadt and Canton Basel-Land, with the balance of 38% owned by Swiss nationals, principally banks and industrial firms. Last year the airline flew 6,917,240 pounds of cargo and 37,545 passengers. Balair was organized seven years ago.

NAL FOR STODOLA DECISION

In a final brief to the Civil Aeronautics Board, National Airlines urged the regulatory body to adopt the recommendation of Examiner Edward T. Stodola that a Florida-California route be awarded to the Miami-based air carrier (August 1960 AT; Page 26). NAL attorneys also warned that

KEEP YOUR MIND (AND EYE) ON PACKAGING



The economic moral of these two distaff poses is that proper packaging can do a great deal for the air shipper. At the left is Dido Ackerman, one of a group of German models flown to the United States by Lufthansa to demonstrate the latest fashion creations from West Germany. In the spirit of airlift, two garment containers form a partial background for the beauteous fraulein. Likewise in the spirit of airlift—in Europe they refer to it as uplift, which, all things considered, seems more appropriate at the moment—we have Jayne Mansfield, Hollywood screen star personifying the packaged commodity requiring careful handling. In any case, Lufthansa points out, pay close attention to your shipping containers. (Containers, we said!) They can save you valuable transportation dollars.

the Board treat with care the "siren call of competition from other airlines seeking to win a southern transcontinental route." Stodola recommended that NAL be selected by the Board to provide the primary service.

WAL HITS RECOMMENDATION

Basic principles for recommended awards were carefully established by CAB Examiner Edward T. Stodola, then wholly disregarded them, Western Air Lines has charged. WAL, which is involved in the Texas-California Air Service Case, pointed to "the principle of having a regional carrier operate regional services on major segments covered in the Southern Transcontinental Case." Authority to provide service in the Texas-West region is sought by WAL. D. P. Renda, WAL's vice president-legal, asserted that Stodola "did not authorize a regional air service between Houston and San Francisco, nor did he even authorize competitive service between those cities."

GREAT LAKES AREAS CHANGES

The pattern of air service in the Great Lakes area has been changed by an opinion and order by the Civil Aeronautics Board. Affected by the CAB move are Lake Central Airlines, North Central Airlines, Allegheny Airlines, Piedmont Airlines, local service air carriers; and American Airlines, Capital Airlines, and TWA. CAB Vice Chairman Chan Gurney filed a concurring and dissenting opinion; two other members did not participate in the decision. Following are the revisions as reported by the Board:

"Lake Central . . . authorized, for an indefinite period, to serve the following three new segments: (1) between terminal point Detroit and terminal point Pittsburgh, via intermediate points Toledo, Sandusky, Cleveland, Akron/Canton, and Youngstown, O.; (2) between terminal point Erie, Pa., and terminal point Pittsburgh; and (3) between terminal point Charleston, W. Va., and terminal point Pittsburgh, via intermediate points

Elkins, Clarksburg/Fairmont, Morgan-town, and Wheeling, W. Va.

"Lake Central authorized, for a five-year period, to serve the following three new segments: (1) between terminal point Columbus, O., and co-terminal points Washington, D. C., and Baltimore, via intermediate points Zanesville, O., and Wheeling and Morgantown; (2) between terminal point Cincinnati and co-terminal points Washington and Baltimore via intermediate points Portsmouth, O., Parkersburg, W. Va./Marietta, O., and Clarksburg/Fairmont, and Elkins, and (3) between terminal point Grand Rapids, Mich., and terminal point Columbus, O., via intermediate points Jackson, Mich., and Toledo and Mansfield, O.

"Lake Central's (1) Segment 4 (Indianapolis-Cleveland) extended, for a five-year period, beyond intermediate point Columbus, O., to terminal point Akron/Canton; (2) Segment 7 (Indianapolis-Chicago/Evansville, Ind.) extended, for a five-year period, beyond intermediate point Terre Haute, Ind., to intermediate points Bloomington and Columbus, Ind., and terminal point Cincinnati, and (3) Segment 8 (Cincinnati-Portsmouth, O.-Columbus, O.) be deleted.

"Existing restrictions on Lake Central's (1) Segment 1 (Grand Rapids-Indianapolis) modified to permit skipstop and nonstop services, and (2) Segment 4 be modified to permit nonstop Columbus, O.-Cleveland services.

"North Central . . . authorized, for an indefinite period, to serve the following new segments: (1) Between terminal point Sault Sainte Marie, Mich., and alternate terminal points Chicago and Detroit, via intermediate points Pellston, Traverse City, Manistee/Ludington, Cadillac/Reed City, Grand Rapids, Benton Harbor/St. Joseph, Alpena, Saginaw/Bay City/Midland, Port Huron, Flint, and Pontiac, Mich.; and (2) between terminal point Detroit and terminal point Cleveland.

"North Central authorized, for a five-year period, to serve a new segment between terminal point Escanaba, Mich., and terminal point Saginaw/Bay City/Midland, Mich., via intermediate point Traverse City, Mich.

"North Central's (1) Segment 2 (Milwaukee-Hancock/Houghton, Mich.) amended by redesignating terminal point Milwaukee as an intermediate point and permanently extending the segment beyond Milwaukee to terminal point Chicago, and (2) Segment 6 (Detroit-Hancock/Houghton) be amended by adding Muskegon, Mich., as an intermediate point between Grand Rapids and Grand Bay, Wis., and permanently extending the segment beyond Muskegon to terminal point Milwaukee.

"North Central and Lake Central authorized to conduct skipstop services over the new routes and route extensions, subject to certain restrictions.

**YOUR
AIR CARGO
ALL GOES
"FIRST CLASS"
AND FAST**



when you ship via Panagra to South America

First-class treatment is the first rule for products shipped Panagra. You can reserve space on DC-8 Jets and DC-7s.

Fly New York to Buenos Aires

PANAGRA
WORLD'S FRIENDLIEST AIRLINE

over the routes of National, Pan American and Panagra.

For details, call your cargo agent or Pan American World Airways, Sales Agent for Panagra.

"Existing restrictions in Allegheny's certificate on the carrier's authority to operate over Segments 1 (Washington/Baltimore-Pittsburgh), 4 (Pittsburgh-Buffalo, N. Y.) and 5 (Pittsburgh-Huntington, W. Va.) modified to permit (1) one-stop service between Pittsburgh, on the one hand, and Washington, Baltimore and Buffalo, on the other hand, and (2) nonstop services between Pittsburgh and Huntington.

"Piedmont's certificate for Route 87 amended by authorizing service, for an indefinite period, to Frankfort, Ky., as a hyphenated point with Lexington, Ky.

"American's authority to serve Clarksburg, Elkins, and Parkersburg, W. Va., on Routes 4 and 25 terminated.

"Capital's authority to serve Clarksburg, Morgantown, and Wheeling, W. Va., and Erie, Pa., on Route 51 and Sheboygan, Sault Sainte Marie, and Traverse City, Mich., on Route 41 terminated.

"TWA's authority to serve Morgantown and Wheeling, on Route 2 terminated."

SLICK FLIES FOR JAL

An exemption order permitted Slick Airways to operate five one-way cargo flights for Japan Air Lines, from Tokyo to Seattle and San Francisco, last month.

TRANSAIR GETS PERMIT

A foreign air carrier permit has been granted to TransAir, Ltd., a Canadian carrier. TransAir will haul passengers, freight and mail between Winnipeg and International Falls, Minn., and operate off-route charters.

INI APPLICATION

Ini Airlines, Argentine carrier, has applied for an amendment to its foreign air carrier permit, so as to authorize it to engage in off-route charter services.

RECENT AGREEMENTS

Following are various agreements filed with the Civil Aeronautics Board within recent weeks:

Cargo agency: Air Cargo Consolidators, Inc.-Loretz & Co. (San Francisco); AirLand Freight Consolidators, Inc.-Rocket Messenger Service; Air Cargo Consolidators, Inc.-K. K. Goodarzian & Co., Inc. (New York); Air Cargo Consolidators, Inc.-Kaufman & Vinson Co. (New York).

Joint loading: World-Wide Services, Inc.-Peter A. Bernacki, Inc.; Air Cargo Consolidators, Inc.-Allied Air Freight International Corp.

Sales agency: Emery Air Freight Corp.-Adolf Blum & Popper, Ltd. (London); Emery Air Freight Corp.-E. Thornton & Sons, Ltd. (Bristol).

International break-bulk agency: Air Cargo Consolidators, Inc.-Ritschard & Cie., S. A. (Geneva).

Cartage services: Air Dispatch, Inc.-Honolulu Freight Services (Los Angeles); Air Dispatch, Inc.-Milner Rent-A-Car, Inc. (Honolulu); Emery Air Freight Corp.-O'Neal Delivery Service & Storage (Dallas); Emery Air Freight Corp.-Wycoff Co., Inc. (Salt Lake City, Boise, Pocatello, and Butte); Air Dispatch, Inc.-Rubens Delivery Service (El Paso); Air Dispatch, Inc.-Standard Warehouse Co. (Medford, Ore.); Emery Air Freight Corp.-Yanks, Inc. (Lansing, Mich.); General Air Freight and Herlihy Trucking Co. (Binghamton, N. Y.).

STREAMLINE
YOUR AIR FREIGHT MOVEMENT!

AIRBORNE
FREIGHT CORPORATION

AIRBORNE
WORLD'S MOST RELIABLE AIR FREIGHT SERVICE
SAN FRANCISCO INTERNATIONAL AIRPORT

FEATURING *Jet-Speed* SERVICE

Faster...Better Controlled...Lower Costs

Airborne works out an *individual shipping service* geared to your exact movement, streamlined for maximum efficiency. A representative will be happy to show you how a network of 480 offices connecting all U.S. and principal overseas points will give you better control, faster service, and lower shipping costs.

Industry pioneer, established in 1946, Airborne is the world's largest volume air freight forwarder. The same service that made this tremendous growth possible can go to work for you to increase efficiency, ease your shipping problems, reduce costs.

Free map showing U.S. airports and all air routes sent when requested on company letterhead.



AIRBORNE
FREIGHT CORPORATION

GENERAL OFFICE: San Francisco International Airport • San Francisco • California
480 Offices Around the World

Rapid Transfer Co. (Canton, O.); Jet Air Freight Delivery, Inc. (Cleveland); United Delivery Service, Inc. (Oklahoma City and Tulsa); Emery Air Freight Corp.-Portland Air Freight (Portland, Me.); Emery Air Freight Corp.-Avalon Air Freight Co. (Burlington, Vt.); Emery Air Freight Corp.-Package Delivery Service (Toledo).

Air Cargo, Inc., pickup and delivery: Air Freight Haulage Co. (LaGuardia Airport, New York); Airline Limousine Service (Yakima Municipal Airport, Wash.); A-1 Limousine & Charter Service (Champaign-Urbana, Ill.); William R. Robinson Trucking (Burlington, Vt.); Howard's Delivery Service (Flint, Mich.); E. A. Giglietti Air Freight (Bradford, Pa.); Ward Trucking Corp. (DuBois, Pa.).

LANICA RECOMMENDED

CAB Examiner Ferdinand D. Moran has recommended that a new foreign air permit be granted to Lineas Aereas de Nicaragua, S. A. (Lanica). If approved by the Board and signed by President Eisenhower, the permit will allow Lanica to operate scheduled services between Managua and Miami, via San Salvador, as well as off-route charter flights. In making his recommendation to the Board, the examiner said in part:

"Over the past several years there has been an increasing demand for shrimp in the United States from El Salvador. At present the bulk of shipments of shrimp to this country must be transported overland from the Pacific to Port Matias Galvez in Guatemala, and then shipped boat. (Concluded on Page 41)

ship to **VENEZUELA**, **Jamaica** and **Netherlands West Indies**
FROM NEW YORK, CHICAGO and MIAMI via **Latin America's largest all cargo carrier—RANSA AIRLINES**



- scheduled flights several times daily!
- largest fleet of cargo planes serving Venezuela.
- all service expedited service!
- largest personnel staff fully trained in cargo handling.

- most complete receiving and terminal facilities.
- Write, call, wire for full information on how to save time on your Venezuelan shipments!

RANSA AIRLINES



Certified and Scheduled Air Cargo Carrier

NEW YORK
50 Church St.
New York 7, N. Y.
W 6-4-6485

CHICAGO
5811 W. Grid St.
Chicago 33, Ill.
LU 2-7444

MIAMI
P. O. Box 625
Miami International Airport
TU 8-8745

CLUB NEWS

Women's Traffic Club of New York: Welby M. Frantz, president, American Trucking Association, addressed the club last month on the topic, *Changing Patterns in Transportation*.

Women's Traffic Club of Houston: Newly elected and installed officers: Elsie Smith (Magnet Cover Barium Corp.), president; Grace Johnson (Phillips Petroleum Co.), vice president; Marguerite Mercado (Jefferson Lake Sulphur Co.), secretary; Audrey Walton (Hill & Hill Truck Line), treasurer.

Peninsula Traffic Club: The new San Francisco-based club has elected the following officers: Bob Ulrich (Lenkurt Electric

Co.), president; Dale Stark (Ampex Corp.), vice president; Kenneth Miller (American Airlines), secretary; William Jones (Western-Gillette Truck Lines), treasurer.

Traffic Club of Baltimore: Old Timers Night, dedicated to past presidents and life members, took place on September 27.

Transportation Club of Buffalo: A Ladies' Day dance, under the chairmanship of Mrs. Joseph Bellomo, was held last month.

Women's Traffic Club of Pittsburgh: The organization's first meeting of the new season was held September 13.

Cedar Rapids Traffic Men's Association: The Iowa group held its 32nd annual outing at the Elmcrest Country Club last month. John Eggert, traffic manager, Cedar

RAMAPO VALLEY TRAFFIC CLUB



Shown are the officers of the recently organized Ramapo Valley Traffic Club, Inc., of Suffern, New York, as they appeared at its first fall dinner-meeting. Standing, left to right: Joseph C. Rogers, Wilcox-Gibbs, vice president; Dennis Mullane, Jr., Johnson Motor Lines, director; Nicholas Pensarino, legal adviser; Theodore Obshorski, Lederle Laboratories, director. Seated, left to right: David Steiner, Continental Can Co., treasurer; William V. McTaggart, Seaboard & Western Airlines, chairman of the board of directors; Peter Flipse, International Latex, honorary president; Warren Westphal, Lederle Laboratories, president; and Joseph Loubrial, the Orangeburg Manufacturing Co., secretary.

Rapids Works, Allis-Chalmers Manufacturing Co., was general chairman.

Delta Nu Alpha, New York Chapter 5: A film, *The World's Most Mechanized Post Office*, was presented at the first meeting of the season, held last month. L. W. Lilly presided.

Eastern Industrial Traffic League: A. F. R. Cooke, president of EITL and general traffic manager, Ludlow Manufacturing & Sales Co., announced that the 11th annual meeting will be held at the Lord Baltimore Hotel, Baltimore, October 4-6. Principal speaker will be E. K. Vinnicombe, Jr., vice president, International Division, McCormick & Co. Topic: *A Businessman's View of the Far East*. Charles M. Naylor, traffic manager, Black & Decker Manufacturing Co., heads a committee for arrangements.

CONGRATULATIONS

UNITED STATES AIRLINES

Northwest: James W. Greene joins as assistant director of tariffs. He was formerly a staff member of the tariff department of the Air Traffic Conference . . . Robert W. Ransom, appointed Orient Region treasurer with headquarters in Tokyo. Former supervisor of comptroller functions in Alaska, he joined the airline in Anchorage in 1946.

Slick: John E. Gallagher, president of the Illinois Shade Cloth Co., elected vice president and a director of the airline.

TWA: Robert Ford elevated to district sales manager in the Hartford-Springfield sales district. Having joined in 1947, he served most recently as senior sales representative in Boston. He succeeds James F. Morrison, elevated to an executive sales position in the New York district.

Western: William J. Grant named district sales manager for the Oakland area. His association with Western started in 1956.

United: John M. Clampitt named director of advertising. He had headed UAL's advertising media division . . . Keith Hayden appointed ground services manager at New York International Airport. With the airline since 1941, for the past two years he has been ground services manager at Cleveland. D. H. Buckmaster, a 20-year UAL veteran, succeeds him at Cleveland . . . R. B. Link appointed ground services manager at Bradley Field, Conn.

FOREIGN AIRLINES

Ini: Thomas P. Doherty, a former district sales manager for Riddle and National, named regional sales manager. Operating out of New York City, he will cover the Northeast and Midwestern states.

JAL: Don Suzukawa, who has served as the Japanese air carrier's cargo traffic supervisor at San Francisco International Airport since it started transpacific service six years ago, promoted to cargo sales representative for the San Francisco district. He will cover an eight-state area. A third-generation San Franciscan, Suzukawa was educated at San Jose State College. He served with the USAF as a staff sergeant attached to an Air Intelligence Squadron. He started air transportation work 12 years ago with Philippine Air Lines. Suzukawa also serves JAL's American Division as cargo coordinator.

Lufthansa: Alfred J. Moore, a native Texan, appointed cargo sales representative for the German airline. A former USAF jet pilot, he began his airline career with Trans-Texas Airlines . . . Egan Tancre

named public relations representative for Canada.

Swissair: Melvin Sibulkin, formerly cargo sales promotion manager, now serving as Philadelphia district sales manager.

Central African: Gerald C. Draper, commercial manager, appointed CAA's traffic and sales manager.

FORWARDERS-AGENTS

Air Express International: Masao Kobayashi, formerly head of the Air Service Division of Yamato Transportation Co., named Japan sales manager. Prior to his last association, Kobayashi was affiliated with Northwest Orient Airlines and Civil Air Transport.

Barco International: Mario Furnari takes over the office of vice president-sales and operations. He formerly served as director general of Latin American affairs for Air Express International Corp.

Peter A. Bernacki: Robert C. Tyson and Daniel Schulman named sales representatives for the air freight forwarding firm. Tyson, who once operated his own forwarding firm for a period of five years, has been associated with Aero-Sea Shipping Corp. Schulman, a 23-year veteran of the surface transportation industry, spent his last dozen years with Highway Express Co.

Emery Air Freight: James J. McNulty and John C. Emery, Jr., respectively vice president-operations and vice president-sales, elected to membership on the board of directors.



Left to right. Top row: Moore, Lufthansa; Doherty, Iri. Middle row: McNulty and Emery, Emery Air Freight. Bottom: Furnari, Barco International; Suzukawa, JAL.

FAST FREIGHT...

LOWEST IATA RATES!

IRISH INTERNATIONAL AIRLINES



Here's the fastest freight service to Ireland and Great Britain.

New York and Boston to:

Shannon, Dublin, Birmingham, Blackpool, Bradford*, Bristol, Cardiff, Edinburgh, Glasgow, Isle of Man, Jersey, Leeds*, Liverpool, London, Manchester, Newcastle*

IRISH JET CARGO SERVICE STARTS IN DECEMBER

For pickup and information call: PLaza 1-5040

New York International Airport, Cargo Building 82, OLYMPIA 6-6160

*WITH BKS

IRISH  **AIRLINES**

SAVE UP TO 47%

AEI

Announces New Low Specific Commodity Rates and Minimums to 99 Key Destinations in Europe, Africa, Middle & Far East!

With new minimums for air and new rates for many commodities, movement via AEI saves up to 47% on airline rates, up to 56% on air parcel post. Still Golden Rocket "first-flight-out, jet-where-available" service on one call, one responsibility, one airwaybill, one invoice.

For finest, fastest service, lowest rates, call AEI today!



World Headquarters: 90 Broad Street, New York 4, N. Y.
Pioneer in international air express since 1933.

Not affiliated with any other air express company.

GOLDEN ROCKET OFFICES

New York • Chicago • Memphis • Los Angeles
Philadelphia • San Francisco • Detroit • Atlanta • Dallas • Houston • Miami
New Orleans • Oklahoma City • Washington, D. C. • San Juan, Puerto Rico

Here are some specific commodities, where new low rates apply:
AUTO PARTS, CHEMICALS, ELECTRICAL APPLIANCES, MACHINE PARTS, OFFICE MACHINERY,
PHARMACEUTICALS, RADIO & TV, TEXTILES, TYPEWRITERS, WEARING APPAREL

INDUSTRIAL TRAFFIC

Sanderson-Holcomb Works: John E. Rozwood named district traffic manager at Syracuse, N. Y.

Industrial Molasses Corp.: Bernard C. Fuller elevated to general traffic manager.

Armour Agricultural Chemical Co.: O. Denton Hudson succeeds George W.

Leyhe, retired, as transportation manager.

Columbia-Southern Chemical Corp.: Warren W. Clark named chief clerk in the traffic department.

U. S. Gypsum Co.: Forrest L. Davis elevated to assistant Southwest traffic manager, headquartered in Dallas.

Rileco Laminated Products Division: Richard A. Gosline appointed traffic manager.



SHIPMENTS BY AIR ANYWHERE IN THE WORLD GO MORE SMOOTHLY THROUGH AMERICAN EXPRESS

Speedy service. Efficient service. Complete service. That's what you get when you rely on American Express for your air cargo. American Express... with world-wide offices and seasoned freight experts... takes care of everything for you. Custom brokerage, all necessary documentation... American Express offers you the advantages of responsible world-wide service.

IATA Approved Cargo Sales Agents **AMERICAN EXPRESS FOREIGN TRAFFIC**

New York City 6 143 Liberty Street—Whitehall 4-2000—Idlewild Airport Air Cargo Building, New York International Airport, Jamaica 30, N. Y.—Olympia 6-5663-4—Boston 9 177 Milk Street—Hubbard 2-2766—New Orleans 12 143 Baronne Street—Jackson 2-6302—Cleveland 13 1370 Ontario Street—Cherry 1-5321—Chicago 3 18 S. Michigan Avenue—Franklin 2-6565—Los Angeles 14 520 West 7th Street—Trinity 6908—San Francisco 8 550 Kearny Street—Exbrook 2-4951—Toronto 1 23 Melinda St.—Empire 4-5221-2—Montreal 2 410 St. Nicholas St.—Marquette 9291.

F.M.B 417

OFFICES IN PRINCIPAL CITIES OF THE WORLD

Joseph A. Seagram & Sons, Inc.: W. T. Patterson upped to assistant general traffic manager.

General Motors Corp.: Lloyd G. Robinson promoted to traffic manager, Chevrolet Division, Bloomfield, Ind.

EXPORT

General Aniline & Film Corp.: George H. Paul named Ozalid export manager of the International Division.

AIRCRAFT MANUFACTURERS

British Aircraft Corp., Ltd.: Charles Gardner, O.B.E., appointed publicity manager.

Canadair, Ltd.: T. Gilbert Dunkin named assistant manager-sales engineering.

Vertol Division, Boeing Airplane Co.: Harry S. Pack, former head of the International Division, appointed director of commercial relations.

GOVERNMENT

Federal Aviation Agency: Earl K. Yost, Jr., named chief of the Statistics Division . . . Henry L. Newman appointed regional manager headquartered in Kansas City, Mo.

ORGANIZATIONS

Air Traffic Conference: John X. Danhorst, assistant manager of tariffs, Delta Air Lines, elected chairman of the Air Freight Tariff Committee. R. D. Watson, director of tariffs for Northwest Orient Airlines, elected vice chairman.

SLATTERY: NOT SO FAST

Sir Matthew Slattery, chairman of British Overseas Airways Corp., recently told a group of aviation writers that the air transportation industry would do well to go slow on acquiring supersonic transports. He said that supersonic airliners could be introduced in 10 years, and possibly half that time, but financing and operational cost factors are of major consideration.

ILYUSHIN 18s GROUNDED

The Soviet Union recently grounded all its Ilyushin 18 turboprops, the result of a fatal crash on August 17. According to reports, this was the first time that the Russians had taken a particular type out of service for reasons of an accident. This was the first news report of an IL-18 crash, although there may have been others which never reached print.

SERVICES

(Continued from Page 14)

Caribbean

BOAC

British Overseas Airways Corp. was scheduled on September 24 to inaugurate Boeing 707 jet service between New York and Nassau and Jamaica. The jet is powered by Rolls-Royce engines. Operations will be on a weekly basis, serving Nassau, Montego Bay, and Kingston. This is in addition to daily *Britannia* propjet runs. The pure jets are scheduled to start daily runs to Jamaica on December 19.

BWIA

The British West Indian carrier has begun a new weekly service to St. Vincent, connecting the Windward Island with Grenada, Trinidad, St. Lucia, and Barbados. The southbound flight originates at Barbados; northbound, Trinidad.

Interamerican

AMERICAN

Fastest of the all-cargo conversion jobs in the air today, the DC-7F has been put into service between the United States and Mexico. AA has scheduled the freighter for five flights a week. Designated Flight 855, it leaves Newark at 10:30 p.m.; Detroit, 1:05 a.m.; Chicago, 3:45 a.m.; Dallas, 8:15 a.m.; San Antonio, 11 a.m.; arriving at Mexico City at 1:45 p.m. On the northbound run, as Flight 810, departures are at: Mexico City, 8 p.m.; San Antonio, 12:15 a.m.; Dallas, 2:45 a.m.; Chicago, 9 a.m. Arrival at Newark is at 12:44 p.m.

INI

Ini Airlines, of Argentina, has taken delivery of a DC-6A aircraft formerly owned by American Airlines. It will go into scheduled operation on or about October 15, with two round trips per week between Miami and Buenos Aires via Panama and Lima.

John F. Barrett, United States general manager, disclosed that Ini's DC-4 is being converted to C-54 all-cargo configuration. It will go into service at approximately the same time as the DC-6. Barrett said that the freighter's Saturday 2 p.m. departure from Miami will be geared especially to the needs of forwarders and cargo agents throughout the country.

MEXICANA

Ten weekly *Comet 4C* jet flights are scheduled between Los Angeles and Mexico City. Nonstop jet service also has been inaugurated between Chicago and the Mexican capital.

Transatlantic

ALITALIA

All of the Italian air carrier's flights to Milan, with the exception of those with DC-8 jet equipment, are now using the enlarged Linate Airport. Cargo hauled in DC-8s will continue to be unloaded at Malpensa Airport.

BOAC

September 20 is the kick-off date for the British airline's introduction of 707 jet service between Chicago, Detroit, and London. The big jets will be operated twice weekly in each direction. They also make a stop at Montreal before continuing the run to Europe.

KLM

The Dutch airline has been scheduling 31 jet flights per week between the United States and Amsterdam, since August 21. Twenty-eight of these flights are from New York, with the balance of the jet runs starting at Houston.

SAS

The Scandinavian air carrier's so-called Highland Jet Express service, between New York to Glasgow, has been in operation since August 17. Operated with DC-8 equipment, the service went on a four-a-week basis on September 6. DC-7C aircraft also are flown on the same North Atlantic route.

Europe

ALITALIA

A second daily round trip between Rome and Bari was added in late August. Convair *Metropolitans* are operated on this 1:20-hour run.

Europe-Australasia

TAI

Transports Aeriens Intercontinentaux last month opened DC-8 jet service between Paris and Noumea, New Caledonia. The 12,291-mile route is covered in 27 hours, less than half the piston-engine time. Departure from Paris is every Tuesday. Stops en route are at Athens, Karachi, Bangkok, Saigon, Darwin, and Sydney.

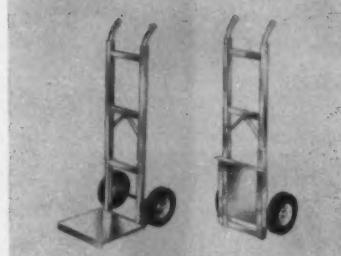
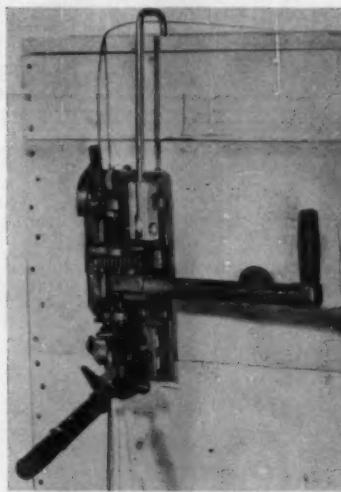
Transpacific

JAL

Japan Air Lines will inaugurate all-cargo service between San Francisco and Tokyo, starting October 1. Intermediate point is Honolulu. The service is being opened with a pair of DC-6As. Purchased seven years ago as DC-6As, they were converted into DC-6Bs for passenger operations, then reconverted to their original freighter configuration. The aircraft, each of which has a 15,000-pound load capacity, were freed for all-cargo utilization by the addition of DC-8C jets to the JAL transpacific fleet. Two DC-7Cs will be converted to DC-7F configuration (payload, 30,000 pounds) and are expected to go into transpacific freighter service in February of next year.

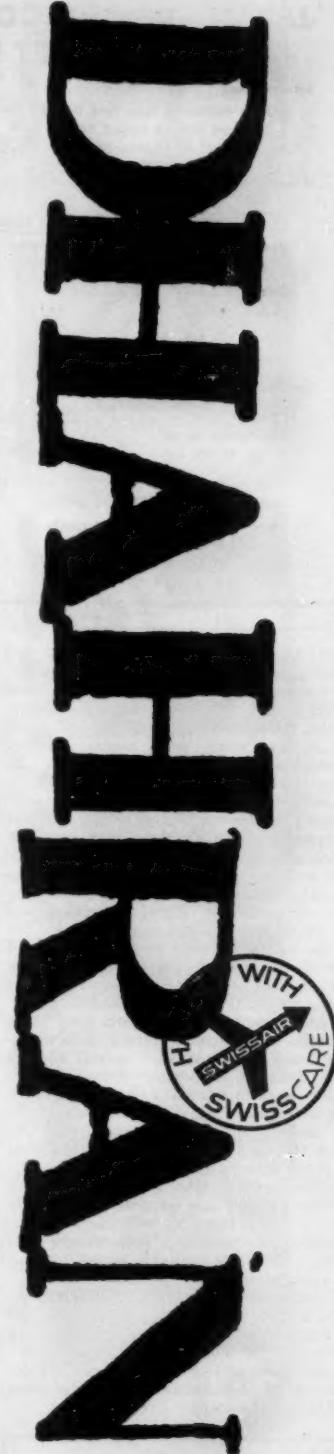
NEW EQUIPMENT FOR THE Shipper & Carrier

A. J. Gerrard & Co. has introduced a new vertical bracket which frees operator's hands during strapping operation for use on their Wirebinder oval strap tensioning tool. Steel bracket holds tensioning tool approximately 7" from the top of the unit being strapped, permitting operator to line up oval steel strapping correctly and insert it into stretcher. The final few strokes on tensioning tool raise the bracket slightly so that it does not become imbedded in crate or carton being strapped. The bracket is easily attached or removed from the Wirebinder tensioning tool by tightening or loosening two screws.



Top—Gerrard's new vertical bracket for steel strapping operations. Bottom—Alco-Lite aluminum handtruck folding platform.

The Aluminum Ladder Co. has produced two new Alco-Lite aluminum hand trucks. Both featuring folding platforms, and which can be carried or stored in a space only 11" deep. They are made entirely of high tensile strength aluminum alloy, with riveted channel construction and are lightweight, rigid and strong. Both models are equipped with 8" semi-pneumatic wheels and reportedly support over 400 pounds. Model UT-1, with platform folded is 18" x 52" x 10", weighing 23 pounds. Model LT-1, with platform folded is 25" x 55" x 10%", weighing 34 pounds. These



... and 54 other cities are served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair... everywhere! Swissair, 10 West 49th Street, New York, N.Y. Offices in principal cities.

JAPAN FREIGHT CONSOLIDATORS Offers JET FAST CARGO SERVICE

Advantages:

- Daily service to New York through the fastest airline.
- Shipment can be turned over to your own customs broker.
- The lowest rates save your cost of Orient goods.

General Cargo Rates

	Airlines' Rates	Our Reduced Rates	Savings Per Shipment
Under 45 kgs.	\$4.96	\$4.46	\$1.00 to \$16.75
Over 45 kgs.	\$3.72	\$3.58	\$4.30 to \$13.45
Over 100 kgs.	\$3.72	\$3.50	\$22.00 to \$46.44
Over 250 kgs.	\$3.16	\$2.96	\$50.00 to \$78.70
Over 500 kgs.	\$2.49	\$2.42	\$35.00 to \$101.95
Over 1,500 kgs.	\$2.49	\$2.35	\$210.00 to \$297.99



TOKYO NEW YORK

Specific Commodity Rates

	Airlines' Rates	Our Reduced Rates	Savings Per Shipment
Applicable weight 45 kgs to 500 kgs.	\$3.02	\$2.90	\$5.40 to \$49.44

For details, please call up our agents:

MERCURY AIR FREIGHT, INC.
New York International Airport
Jamaica 30, L. I., N. Y.
Tel. Olympia 4-5405

HANKYU AIR & SEA SERVICE
Offices: Fukuoka, Kobe, Nagoya,
Osaka, Tokyo, Yokohama
NANKAI TRAVEL SERVICE
Offices: Osaka, Tokyo

Alco-Lite aluminum handtrucks will find many practical uses in business, industry, commerce, and transportation as general utility trucks. They are handy for use on trucks, trains, planes, ships, in hotels and motels, as utility and luggage trucks. Aluminum Ladder Company, Dept. 21, West Darlington St. Ext., Florence, S. C.

Lewis-Shepard Products, Inc., has designed a Remote Control JackStacker equipped with an elevating work platform which provides a safety wall for the operator and brings the work load to a convenient working height. A full set of controls for steering, lifting, lowering and driving in forward and reverse are located on the operator's platform. The firm said that the elevating work platform can be designed to hold pallets, skids or floor trucks for order picking operations.

Another new Lewis-Shepard product is a special side traveling narrow aisle reach-style truck equipped with special slip on forks designed to handle extra long, unwieldy loads in narrow aisles. The special fork attachment slips over standard forks and locks to the carriage to provide the wider fork spread necessary. By removing the fork attachment the reach-style MN AisleMaster (September 1960 *AT*; Page 41) can also be used as a standard narrow aisle truck or a side traveling unit when desired. A variety of capacities, fork lengths and lifting heights are available to suit individual applications, the firm said.

Third of the new items is what the manufacturer calls a practical walkie style roll handling truck designed for transporting heavy rolls of rubber, cloth, paper, etc., in the horizontal position, which allows the operator to maintain a clear view when positioning the load.

A collapsible wing type platform on a standard Remote Control JackStacker design enabling operation in two different size aisles in the fourth in the group. The collapsible platform allows operation in aisles only 6' wide with the wings closed

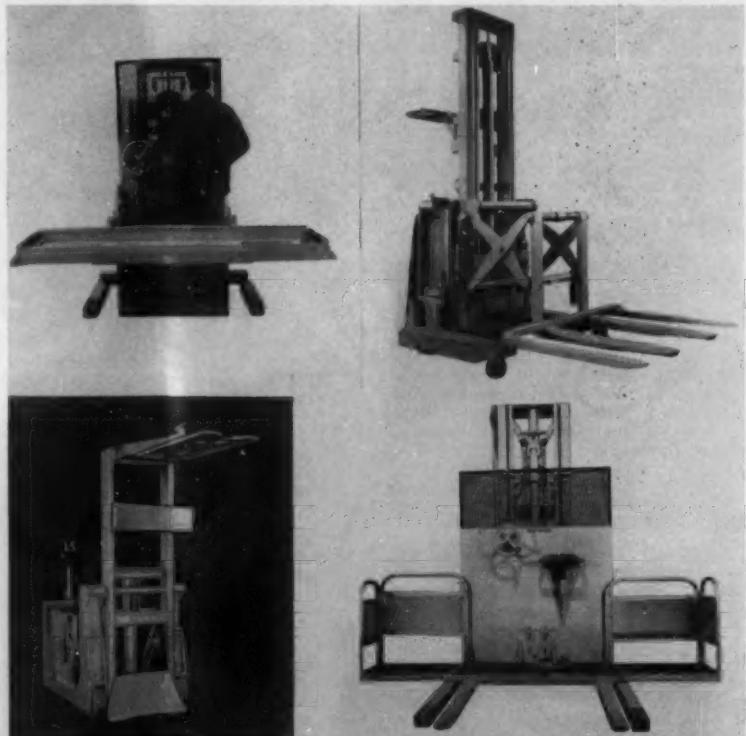
and larger aisles with wings open, it was pointed out. A full set of controls for steering, lifting, lowering and driving in forward and reverse are located on the operator's platform, enabling an operator easily to position himself at any storage level to either select or deposit goods and operate in wide or narrow aisles.

Crown Controls Company, Inc., reports that it has expanded its line of power-propelled lift trucks to include telescopic models. Model is rated at 1,500 pounds capacity, with 110" lifting height and 60" free lift. The telescopic models are said to be suited for narrow-aisle, light- and medium-duty applications. The walkie models feature three speeds forward and reverse, 24-volt power system, built-in battery charger, floating traction drive, and dynamic braking. Nineteen different power-propelled models are now available in both telescopic and fixed mast types ranging in lifting heights from 54" to 130". Crown stated.

CAB PROBE

(Continued from Page 8)

modification of such orders. In 1957, Slick Airways, Inc., petitioned for an investigation of the air freight rates to determine a more rational rate structure in line with costs incurred in rendering the service. Theodor Manufacturing Company has complained against the Board's minimum freight rate Order E-4048 and the carriers' cargo rates, particularly with respect to the rate relationships on cargo moving directly to the South and Southeast from Los Angeles as compared with that mov-



Shown above are four additions to the materials-handling line of Lewis-Shepard Products, Inc. Top row—Remote Control JackStacker (left) equipped with elevating work platform, and (right) side-traveling narrow-aisle reach-style truck with special stabilizing forks. Bottom row—Walkie-type truck (left) which will handle rolls in a horizontal position, and a collapsible wing-type platform (right) designed for the Remote Control JackStacker.



● Integrity,
● Knowledge,
● Experience

That's the story of the Barnett companies. A pretty successful story it is too! And one that's been going on since 1887.

What better testimonial can we have than clients who have been with us over fifty years, and with whom we have been proud to grow. We've got lots of new clients also, with new products, new markets and new problems of distribution. We're helping them compete in today's markets by keeping delivery speeds up and distribution costs down.

Why just assume that your current shipping methods are best for you when all it takes is a free consultation with one of our representatives to learn the facts.

Call or write:

BARNETT INTERNATIONAL

BRyant 9-1616
543 West 43rd St., N.Y. 36

FORWARDERS, INC.
AIRFREIGHT CORP.

ing through Chicago and St. Louis. The Flying Tiger Line Inc. has expressed its opinion that lower rates are needed and that the minimum rate orders should be reconsidered, and has recently joined with air freight forwarders requesting authority to hold conferences regarding new concepts in the cargo rate structure alleged to be necessary with the introduction of the CL-44 turbine-powered aircraft.

"More than 12 years have passed since the issuance of the original minimum rate order. That order was based on findings that then then present competition had resulted in unduly low, depressed and non-compensatory rates and charges for the transportation of freight by air resulting in unsound economic conditions in the air freight industry. We do not know whether or not the continued maintenance of Board prescribed minimum rates is essential at this time to prevent unsound economic conditions. As indicated, the Board has determined not to impose minimum rates on air freight forwarders, and there are now pending proceedings to determine whether the prescribed minimum accessorial charges should be rescinded as to air freight forwarders or as to air freight forwarders and direct air carriers in Docket 1705-11 *et al.*

"We note that the industry is planning the introduction at an early date of new turbine-powered all-cargo aircraft which are expected to introduce new efficiencies in air cargo operations. The faster development of air freight may have been retarded at the existing cargo rates and lower rates may be dependent upon more efficient all-cargo aircraft. The changed competitive situations within the air freight industry, the passage of more than 12 years since the record was made with respect to the competitive necessity for minimum air freight rates, the imminent introduction of newer types of cargo turbine-powered aircraft, the restricted development to date of the air freight industry, and our belief that suitable cargo aircraft, cargo rates, and the movement of traffic may be, to a considerable degree, interdependent, all combine to support our conclusion that we should

institute this investigation at this time.

"As stated, the purpose of this investigation is to ascertain whether the existing freight rate orders should be modified or revoked and, if modified, in what manner. Any modification of such orders may involve issues as to both the rate level and structure to be established by regulation. To the extent that any modification of such orders conflicts with existing rates or charges, the lawfulness of such presently published interstate air freight rates and charges (except those to or from points in Alaska or Hawaii) is in issue herein.

"The Board's minimum rates and charges were prescribed for the interstate transportation of property by air (except for property carried in the air express service) prior to the admission of Alaska or Hawaii as states. These minimum rate orders have not been considered applicable to air freight between the 48 contiguous states and Alaska or Hawaii subsequent to their statehood, nor did the record in earlier proceedings include such air transportation. Since our concern in initiating this investigation at this time is primarily to reexamine the need for modifying or revoking the existing minimum rate orders, and since such orders are not applicable to interstate air transportation involving points in Alaska or Hawaii, the lawfulness for the presently published air freight rates or the prescription of rate orders involving points in Alaska or Hawaii are not in issue herein.

"In the first minimum rate orders we provided that the record in Docket 1705 would be held open and that any party in interest may petition for reconsideration or modification thereof. Subsequent pleadings, documents, hearings, and orders in Docket 1705 and subsidiary dockets have combined many aspects of air freight rate regulation over a long period of time with a resulting voluminous file therein. It will be more conducive to the orderly dispatch of the Board's business to institute this proceeding as a new case and to dismiss all other portions of Docket 1705, except that the investigation currently pending in Docket 1705-11, Investigation of Minimum



... and 54 other cities are served by the global Swissair cargo network. Daily jet flights, plus all-cargo flights. Next-day delivery to all of Western Europe. Fast, frequent connections to Mid-East and Orient. Specify Swissair... everywhere! Swissair, 10 West 49th Street, New York, N.Y. Offices in principal cities.

Here's help in handling management problems

This helpful book, out of Harvard and Leland Stanford Junior University, presents a number of difficult management problems faced by transportation companies—and shows how to deal with them intelligently.

CASE PROBLEMS in TRANSPORTATION MANAGEMENT

By G. P. BAKER, Prof. of Transportation, Harvard Graduate School; Pres., Transportation Assoc. of America; and G. E. GERMANE, Assoc. Prof. of Transportation, Leland Stanford Jr. U.

540 pp., 6 x 9, 92 illus., \$9.00

Cases cover equipment selection, allocation and scheduling of equipment, pricing, merchandising, marketing research, advertising, control, finance, labor relations, and organization. One case deals with purchase of jet aircraft.

Order a copy from
Book Department

AIR TRANSPORTATION

10 Bridge St. New York 4, N. Y.

Assembly and Distribution Charge Rules, will not be affected by this order. There are presently pending three petitions requesting a revision of minimum rates upon which the Board has not formally acted; the petition of Slick in Docket 1705-10 and the petition of Theodor in Docket 1705-12 referred to above, as well as a petition of Flying Tiger to modify the minimum rate order, Docket 1705-8. To the extent that the investigation here instituted encompasses the issues presented by such petitioners, they will be provided the forum requested to consider changes in the minimum rate orders. To the extent that petitioners may have requested a broader inquiry, their request is denied, without prejudice to renewing such request upon a showing of reasonable grounds that modification or revocation of the Board's minimum rate orders will not provide them lawful rates and charges."

Accordingly, pursuant to the Federal Aviation Act of 1958 and particularly sections 102, 204(a) and 1002 thereof, it is ordered that:

"1. An investigation is instituted to determine whether the existing minimum freight rate orders shall be modified or revoked and, if modified, in what manner, and assigned Docket 11728.

"2. Any interested person is requested to submit a statement of position as to the issues included in ordering paragraph 1 above, and a summary of data and arguments in support thereof. We also invite the views of any person as to whether public hearing should go forward at this time. An original and 19 copies of each such submittal shall be filed with the Docket Section of the Board no later than October 14, 1960.

"3. The petitions in Dockets 1705-8, 1705-10, 1705-12 are dismissed without prejudice. . . ."

BOOKS

General "Billy" Mitchell's *Memoirs of World War I* (Random House; 312 pages; \$4.95) is interesting on two counts: it provides yet another view of the First World War, and permits us to get a closer look at the controversial American air immortal who suffered the indignity of court martial, demotion, then pulled out of the service when he was faced with inactive status. But the outspoken Mitchell makes vivid reading even today. ("The American regular army and navy (in 1918) knew nothing of up-to-date war and refused to be taught, so great was the valor of ignorance in the majority of the directing minds of these services.") Mitchell's memoirs have a special fascination all their own.

Frank Kingston Smith—remember his *Week-End Pilot*?—continues his air cruising in *Flights of Fancy* (Random House; 247 pages; \$3.95), an easy-going, lightly written book of personal adventures by a Philadelphia lawyer in love with the sky. "I was, and am, a pilot-come-lately," he writes, but he has yet to meet his peer in enthusiasm. Watch out—it's infectious.

Former Luftwaffe Col. Werner Baumhach, dead since 1952, is the author of a posthumously translated book on the Air Force of the Third Reich, now available in English. It is *The Life and Death of the Luftwaffe* (Coward-McCann, Inc.; 224 pages; \$3.95), which first saw print in 1949. Dated as the book is, it does provide an interior view of the structure and manipulation of the Luftwaffe. It is also an apologia for having lost the war. If it hadn't been for those blunders. Nevertheless, he winds up on a note of human hope and a warning to control "man and his work" (and) the unleashed forces of nature."

Remember the loss, in 1928, of Mussolini's pride, the dirigible *Italia*? Willbur Cross tells the astonishing story of the tragedy of the airship and her captain, Umberto Nobile, in *Ghost Ship of the Pole* (William Sloane Associates; 304 pages; \$5.00). Nobile's daring (and naivete), his personal suffering, his victimization by fascist officers, his professional and social ostracization, and his postwar restoration to a position of honor and importance are stirringly told by the author. (What a movie this would make!) An important document. Worthwhile reading.

Myron B. Gubits pays stirring tribute to the men of Project X-15 in an absorbing story of "the most advanced experimental aircraft of our time." In *Rocketship X-15* (Julian Messner, Inc.; 258 pages; \$4.95), he traces the life of the plane designed to "take a man higher and faster than anyone has ever flown before—between 50 and 100 miles up." Interwoven with the story of the plane itself, are those of the men around her—the scientists, flyers, technicians, engineers. Exciting reading.

William T. Larkin's *U. S. Marine Corps Aircraft, 1914-1950* (Aviation History Publications; 203 pages; \$5.00) offers, in a long series of captioned photos, the history of aircraft used by the Flying Leathernecks from the start of World War I through last year. Well organized for quick reference.

Anthony Watkins got into the shark-oil business in a highly unorthodox way. Part of the unorthodoxy was his holiday experimentation by way of harpooning a three-ton basking shark, which promptly dragged his eight-foot dinghy from Scotland's Atlantic waters westward towards a blackening sky. The rescue had its comic aspects. It also opened the way to Watkins' decision to establish a local shark-fishing firm, which judging from the entries in his ledger, is paying off handsomely. Watkins tells his unusual story, not without a series of adventures, in *The Sea My Hunting Ground* (St. Martin's Press; 249 pages; \$3.95).

There is great vigor in James A. Wechsler's *Reflections of a Middle-Aged Editor* (Random House; 246 pages; \$3.95). A well-known New York newspaperman, staunchly on the liberal side of the political fence, Wechsler has unleashed a thudding blow against strength-sapping complacency. He calls for "valor and initiative, for the unconventional political act, the uninhibited word, the unequivocal thought spoken . . . His book is a loud cry for battle against those who would lead America with 'the glib evasion, the discreet retreat, the soft smile.'" Wechsler's reflections form an urgent warning to Americans.

Edgar O'Ballance has written a clear-cut, objective account of Israel's last battle with Egypt, *The Sinai Campaign of 1956* (Frederick A. Praeger; 223 pages; \$5.00). Wisely avoiding politics, Major O'Ballance sticks severely to the military aspects of the attack: a "brilliant campaign, well worthy of serious study by military students." The future of Israel, the victor? He sees four possibilities: an uneasy *status quo*; the Arabs will swamp her if the West loses interest in the Middle East; a Russo-American agreement, following which the Soviet will gobble up Israel; or "Israel may be the Sparta of the Middle East."

Beware. Reading this book may infect you with gold fever. Anyhow, according to a pair of Britons, Peter Eton and James Leaser, the Second World War's "two greatest undiscovered treasures" lie buried somewhere in Corsica. Their *Wall of Silence* (Bobbs-Merrill Co., Inc.; 263 pages; \$4.00) is a ripnortin' tale of the gold's disappearance and the death-marked trail to its still elusive discovery. A good true adventure story, rattling with excitement.

V. T. Calnan's novel of Italy, *The Blood of Gennare* (Coward-McCann, Inc.; 350 pages; \$4.95) is about an ex-wartime flyer who returns to that country for the sworn purpose of hunting down a man who had betrayed his group to the Nazis. The author has endowed his tight, suspenseful story with some good characterizations. A spiritual strain is woven into the fabric of the tale, emphasizing the contrast between mercy and vengeance. Calnan writes well, with a message to boot.

The Fall of Dark (J. B. Lippincott Co.; 223 pages; \$3.95), by James Norman, concerns itself with the Spanish Civil War. An authentic story which moves starkly from hill country to city, it was written by a man who was witness to the tragedy of those years. He has written of some memorable people, their strength and weaknesses, their prides and disasters. Good action.

Anyone want to be amused? If so, Ira Wallach's new novel, *The Absence of a Cello* (Little, Brown & Company; \$3.75; 243 pages) should hit the spot. A thermonuclear physicist, having lost heavily on private enterprise, offers his brain to Big Business. Big Business sends a smooth young man to visit him in his New York home and assess his domestic and social qualifications. Broke but hopeful, the physicist and his wife try to behave as they suppose they should . . . Well, anyway, read it; it's truly funny.

A dozen science fiction stories by Clifford Simak, prize-winning author, pulse between the covers of *The Worlds of Clifford Simak* (Simon & Schuster; 378 pages; \$3.75). If you've read Simak before, you will expect at least some of the tales to give you the shudders. You're right. The collection is balanced by other, less icy tales, which are just right for this book. Included in this collection is his prize-winning novelette. Vastly entertaining.

There is much to recommend in William Goldman's novel, *Soldier in the Rain* (Atheneum; 308 pages; \$4.00). If his pair of central characters, Sgt. Eustis Clay and Master Sgt. Maxwell Slaughter, appear to be somewhat familiar characters, the author's handling of their activities at camp (in the South) and in town are expert. His picture of Army life will induce a

(Concluded on Page 42)

INTERNATIONAL FORWARDING AGENTS

EUROPE

AMSTERDAM

—Schiphol

VAN OPPEN & CO. N. V.

Branches in all main cities
of Holland

Air Specialists—IATA
Verbindungsgeb. Rm. 13A
Cable: VANOPPEN

BASEL

LAMPRECHT & CO. LTD.

48 Peter Merianstrasse
Telex: 62175 Cable: LAMPRECHTPED
Airport: BASEL-Bielzheim

BREMEN

F. W. NEUKIRCH A. G.

Est 1865
26 Bahnhofstr
Telex: 024-4797 Cable: NEUKIRCHAG

BRUSSELS

ZIEGLER & CO.

160 rue Dieudonne Lefevre
U.S.A. Specialists

GENEVA

DANZAS & CO. LTD.

IATA Approved Sales Agents
Gare Cornavin
Cables: Danzas Telex: 22125

KAUFBEUREN

DACHSER SPEDITION

10 Kappeneck IATA Agent
Headqu: Kempton—Branch: Munich Airport
Cable: DACHSERSPED

LONDON

WORLD TRANSPORT AGENCY, LTD.

1, Martin Lane, Cannon St., E.C.4
and at LONDON AIRPORT
Cables: WOTRANCY, LONDON

MANNHEIM



SHIPMENTS AROUND THE WORLD

IMPEX SHIPPING COMPANY BRAUNAGEL & CO.

Central Office: Telex:
38 Kaiserring 0463179

NUERNBERG

I. G. BAUER

City: 13 Gebhardstrasse

Fuerth-Nuernberg

Cable: SPEDITEURBAUER

Telex: 06/2297

OSLO

P. NIELSEN

SPEDITIONSFORRETNING

ESTABLERET 1908

City: 2 Raadhusgaten
Cable: PNIELSEN
Telex: 1347

PARIS

—Le Bourget & Orly

W. WINGATE & JOHNSTON

City: 8 rue d'Enghien
Paris X
Cable: JOHNWIN

STUTTGART

—Flughafen
HEINRICH von WIRTH

Zuffenhausen Cable: VONWIRTH
Telex: 072/3807

VIENNA

Gebrueder WEISS

Schoenbrunnerstrasse 7 Telex: 1808

Cable: WEISSEXPEDIT

ZURICH

DANZAS & CO. LTD.

IATA Approved Sales Agents

Bleicherweg 62 and
Zurich Airport

Cables: Danzas

Telex: 82121

REVENUE CARGO TRAFFIC STATISTICS

U. S. SCHEDULED AIRLINES

MAY, 1960

NOTE: Parenthesized figures indicate gain or loss as compared with same month of 1959.

NOTE: Figures shown in these tables have been rounded to the nearest thousand. Accordingly, the figures shown here occasionally will differ slightly from those that would be obtained by calculations made from the shortened basic figures used in this report.

¹ Service inaugurated February 27, 1960. February data has been included in March reporting.

² Statistics not available at official reporting deadline.

³ This figure includes the non-scheduled operations of Aaxico and Slick Airways which have suspended common-carrier operations.

TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFT MILES
"BIG 4" TRUNKS (DOM.)								
American	8,965(+10.1)	2	917(+17)	563(+5.1)	1,847(+2.7)	188(-13.9)		613(+13)
Eastern	1,609(+13.3)		482(-2.2)	427(-10.1)	930(+15.1)	223(+5.5)		
TWA	3,275(+31.8)	(-100)	664(+5.2)	297(-1.1)	1,293(+21.1)	136(+4.5)		218(+75.8)
United	6,191(-2.8)	1(-29.8)	976(-5.5)	424(+7.8)	2,608(+6.4)	320(-10.8)		426(-1.7)
OTHER TRUNKS (DOM.)								
Braniff	652(-9.9)		172(-10.4)	87(+4.3)	417(+26.3)	179(+47.0)		33(-18.3)
Capital	486(+24.6)		276(+2.2)	104(-8.2)	367(+1.8)			
Continental	361(+98)		115(+175)	61(-47.9)	170(+82.8)	8(+12.5)		
Delta	1,326(+7.2)		285(+27.5)	173(+22.5)	371(-4.4)	48(+76.1)		167(+7.4)
National	518(+9.1)		51(+19.6)	112(+10.8)	173(+18.5)	111(-16.9)		44
Northeast	235(+7.8)		34(+2.2)	30(+3.3)	91(+1.0)	51(+117.8)		
Northwest	1,471(+15.7)		271(+5.5)	98(-12.7)	581(-0.5)	121(+87.1)		160(+143.7)
Western	408(+4.8)		84(+1.5)	54(+11.8)	266(+6.4)	88(-26.8)		
LOCAL SERVICE (DOM.)								
Allegheny	42(+4.1)		26(+33.1)	4(+24.7)	15(+36.9)	(-11.1)		
Bonanza	111(+29.8)		2(+21.8)	4(+39.9)	4(+56.1)	3(+46.1)		
Central	11(-19.4)		3(+1.5)	2(+14.8)	6(-11.3)	2(+20.1)		
Frontier	94(-29.7)		9(-11.9)	10(+33.9)	15(+9.2)	19(+18.0)		
Lake Central			21(+11.6)	2(+24.3)	10(+17.1)			(+172.7)
Mohawk	171(+11.4)		10(-3.5)	4(+10.3)	15(+99.6)			(+14.3)
North Central	40		39(+20.9)	10(-4.4)	29(+12.4)	9(+32.2)		
Ozark	27(+16.5)		23(-4.7)	5(+32.9)	15(+14.4)			
Pacific	7(-12.3)		4(+10.8)	4(+10.9)	12(+8.7)	5(+86.0)		(-16.1)
Piedmont	191(+6.9)		18(+12.9)	4(+49.2)	11(+10.8)	2(+87.3)		
Southern	181(+28.6)		14(+48.4)	4(+48.2)	17(+76.3)	1(+23.4)		
Trans-Texas	30(+0.1)		11(+23.4)	4(+12.7)	17(+28.9)	4(+81.8)		
West Coast	18(-66.9)		4(+48.4)	4(+88.7)	10(+96.5)	2(+128.9)		
HELICOPTER (DOM.)								
Chicago				(+84.6)	1(+0.8)			17(-4.4)
Los Angeles			2(+1.9)		5(+3.4)			12(-1.3)
New York	(+3.2)		1(-30.4)	(+27.3)	1			3(-20.2)
INTRA-ALASKA								
Alaska Coastal	6(+36)		(-200)		1(+41.6)	4(+2.7)		
Cordova	12(-64.9)	45(+8.4)			(+21.3)	4(+8.9)		
Ellis	6(+173.9)		(-21.8)		1(+200)	4(+127.2)		
Northern Consolidated	56(-12.1)	5(-15.4)			3(+24.9)	39(+12.3)		
Reeve	48(-7)	16(+4.8)			1(+12.4)	39(+23.8)		
Wien	66(-4.4)	53(-77.7)			2(+48.2)	48(+27.9)		
INTRA-HAWAII								
Aloha	7(+13.5)			(+7.3)	2(+12.5)			
Hawaiian	141(+15.3)	205		1(+23.8)	4(-8.8)			47(+38.9)
DOMESTIC ALL-CARGO								
Flying Tiger	8,275(-18.3)	1,135(-78.9)	50(-20.1)		47(+33.4)	5(-9.4)		442(-10.7)
Riddle	1,741(-8.3)	14(-99.5)	23(-29.3)		9(+11.2)	21		277(-4.9)
INTERNATIONAL & TERRITORIAL (PASSENGER-CARGO)								
Alaska	236(+52.4)	147(+182.3)	0(+105.3)	4	89(+22.8)	6		4(-23.4)
American	242(-7.3)		(-5.7)	10(-0.2)	9(+1.1)			8(-16)
Braniff	126(+21.7)			27(-14.9)	32(+67.6)			7(-29.8)
Caribbean-American	8(+84.2)	(-100)		1(+18.9)	2(+4.6)			
Delta	27(-38.2)			13(-53.3)	6(-12.5)			(-32.4)
Eastern	154(-25.3)		(+91.7)	49(+14.4)	126(+42.9)			22(-0.5)
Mackay	3(+28.8)			(-38.4)				(-100)
National	7(-82.3)		1(-68.5)	4(-49.8)	2(-73.8)			(-100)
Northwest	918(-6.8)	9	17(-17.7)	35(-15.3)	1,185(-2.8)	21		101(-0.6)
Pacific Northern	320(+5.9)		7(-14)	18(+26.2)	112(-5.9)	2		(-100)
Pan American (total)	10,448(-12.1)	83(-48.6)		702(+14.9)	3,045(+7.4)			410(-0.7)
(Alaska)	190(+5.8)			5(+40.7)	38(+37.4)			783(-8.8)
(Atlantic)	3,942(+82.1)	63(+214.8)		319(+24.3)	1,319(-12.1)			182(+0.8)
(Latin American)	3,874(-10.8)	(-99.7)		312(+5.6)	414(-6.3)			237(+4.2)
(Pacific)	2,441(+10.2)	(-100)		125(+17.4)	1,873(+31.4)			150(-1.4)
Panagra	526(+8.1)			45(-2.5)	81(+23)			128(+50)
Trans Caribbean	268(+82.8)	7(+377.8)		11(+30.1)	180(+48)			48(+23.5)
Trans World	1,339(+74.9)	(-100)		1,135(+47.5)	137(-18.1)			3(-71.5)
United	164(+43.4)		9	4(+64)	1,135(-47.5)	30		92(-6.1)
Western	32(+117.3)			5(-18.9)	8(-39.8)			108(+108.8)

REVENUE CARGO TRAFFIC STATISTICS

U. S. SCHEDULED AIRLINES

MAY, 1960

TON MILES (in thousands)

AIRLINES	SCHEDULED FREIGHT	NON-SCHED. FREIGHT	EXPRESS	EXCESS BAGGAGE	PRIORITY U. S. MAIL	NON-PRIOR. U. S. MAIL	FOREIGN MAIL	SCHEDULED ALL-CARGO AIRCRAFTMILES
INTERNATIONAL & TERRITORIAL (ALL-CARGO)								
ASA	429(-21.9)	42(-5.5)						88(-7.9)
Riddle	693(+29.3)	13(+404.3)						126(-1.7)
Seaboard	1,963(-11)	1,257(+589.4)						327(-32.8)
COMBINED TOTALS								
DOMESTIC	19,941(+0.8)	4(-7)	3,053(+3.4)	1,852(+0.2)	6,479(+8.8)	666(-5)		1,748(+22)
Big 4	5,604(+13.8)	1,290(+4.2)	725(+2.8)	2,289(+8.2)	583(+26.8)	44(+26.9)		407(+56.7)
Other Trunks	314(+22.6)	198(+3.8)	70(+18.2)	182(+32.0)				33(-5.1)
Local Service	(+3.2)	3(-10)	(+42.4)	6(+22.8)				
Helicoter	197(+1.8)	121(-60.1)	11(+46.2)	13(+22.8)				
Intra-Alaska	205	2(+20.2)	7(+0.2)	7(+0.2)				
Intra-Hawaii	149(+15.2)	56(+29.3)	56(+29.3)					47(+35.8)
All-Cargo	7,417(-12)	14,289(+39.9)	2,482(+1.0)	8,160(+9.3)	27(+118.8)			720(+14.1)
Total	33,025(+4.2)	14,590(+31.3)	4,616(+2.8)	16,101(+8.8)	1,524(+7)			2,466(+8.7)
INT'L (Passenger-Cargo & All-Cargo)	14,848(+16.1)	3,616(-30.9)	42(+13.4)	1,172(+14.2)	6,558(+10.4)	61	885(-1)	886(-9.9)
TERR. Total	3,087(-8.3)	1,314(+470.8)	42(+13.4)	1,172(+14.2)	404(-17.1)	61	18(+326.8)	523(-24.3)
17,935(+10.8)	4,930(-21)	3,635(+5.4)	16,101(+8.8)	8,940(+8.3)	704(+1)		1,422(-15.8)	
Certified Route Industry	51,561(+8.4)	19,520(+12.5)	4,638(+2.8)	1,506(+11.4)	704(+1)		3,889(-1.8)	

CLASSIFIED ADVERTISEMENTS

Rates: 15¢ per word, paid in advance. Minimum insertion, \$3.00. Initials, numbers, address included in wordage count. Right to reject copy is reserved by the publisher. Address copy and check or money order to: *Classified Advertising Department, Air Transportation, 10 Bridge St., New York 4, N. Y.*

HELP WANTED

SALES AND MANAGEMENT. Experienced. Work with small, domestic/international forwarder IATA cargo agent. Outstanding opportunity for man with character, sincerity. Box D, Air Transportation, 10 Bridge St., New York.

MANAGER. New York forwarding firm seeks responsible, experienced man willing to take over managerial post in another city. Must know international air freight forwarding. Replies held strictly confidential. Box F, Air Transportation, 10 Bridge St., New York.

MILWAUKEE MANAGER sought by important international air forwarder. Take full charge of office. Experienced. Write: Box A, Air Transportation, 10 Bridge St., New York.

MANAGERS FOR BOSTON, CLEVELAND, ST. PAUL wanted by air freight forwarder. Write full details. Apply: Box B, Air Transportation, 10 Bridge St., New York.

POSITIONS WANTED

POSITION WANTED by young man eager to enter air freight field, either with airline or forwarder. Military status OK. Highest references. Will locate anywhere. Box C, Air Transportation, 10 Bridge St., New York.

MIDWEST connection wanted by young man willing to start at bottom in air freight. Box E, Air Transportation, 10 Bridge St., New York.

CAB (Continued from Page 31)

"This procedure is costly, time-consuming and fails to meet the demand of the American market. The perishable nature of this product and the time and expense involved in ocean transportation demands that it be transported by air in order that this industry may reach its full potential. There is also a potential market for the transportation of instant coffee from El Salvador to the United States. Regular direct air service between El Salvador and the United States would develop this business."

Linaca's former temporary permit expired last March 14.

FORWARDERS

(Continued from Page 27)

Headquartered in the New York office are Oscar R. Guevara, operations manager of Herbert A. Bornemann, sales manager.

Guevara formerly was associated with Dyson Air Freight and Ford Forwarding Co. Bornemann has been connected with Eastern Air Lines, Flying Tiger Line, and Caribbean & West Indies Express Co.



Indirect Air Carrier
IATA Agent
F.M.B. #2222

Offices at

**NAGOYA • OSAKA • KOBE
TOKYO • YOKOHAMA**

AIRFREIGHT SERVICE CORP.

Cargo Building 80 Room 222
New York International Airport
Jamaica 30, N. Y.
Olympia 6-7271

Cable: AYESSEE

J. D. Smith Inter-Ocean, Inc.

CAB-Registered Air Freight Forwarders

Authorized IATA Air Cargo Agent

33 Broadway Cargo Service Bldg.
New York 6, N. Y. Idlewild Airport
BO 9-2330 OL 6-5870

AIR-SEA FORWARDERS, Inc.
Registered by CAB • FMB No. 882
Customs Brokers • IATA Air Cargo Agents
406 S. Main St., Los Angeles 13, California
Phone: MADison 6-4381 Teletype: LA-477

BARR SHIPPING CO., INC.

Authorized IATA Air Cargo Agent
Custom House Broker

44 Beaver St., N. Y., 4, N. Y.—Hanover 2-5280
Miami Branch Office: 4471 N. W. 36th St.
Miami Springs 66, Fla., TUDoxide 8-0894

PETER A. BERNACKI, INC.

Authorized Air Cargo Agent
CAB-Registered Air Freight Forwarders

26 Broadway
New York 4, N. Y.
Phone: BO 9-6800

Cargo Building No. 88
N.Y. International Airport
Jamaica 30, N. Y. OL 6-5435

FRANK P. DOW CO., INC.

CAB-Registered Forwarder
Authorized IATA Air Cargo Agent

354 S. Spring St., Los Angeles, Calif.
Phone: MADison 6-0171

Offices in: San Francisco, Portland, Ore., Seattle, Houston

FLYING CARGO, INC.

CAB-Registered Air Freight Forwarder

Authorized IATA Air Cargo Agent

140 Cedar St., New York 6, N. Y.
Phone: BARclay 7-1710

PENSON & COMPANY

Authorized IATA Air Cargo Agent

Customs Brokers

11 Broadway, New York 4, N. Y.
Phone: WHItchall 3-6000, Cable: PENSONAIR
Airport Office: Cargo Service Bldg., No. 80
New York Int'l Airport, Jamaica 30, N. Y.
Phone: Olympia 6-5544



The numbered paragraphs on this page correspond with the numbers appearing in the prepaid order card attached here for your convenience. To order one or more pieces of literature, or other types of materials, at absolutely no charge to you or your firm, just encircle the corresponding number in the order card, fill in the required information, and mail it in. Air Transportation will do the rest of the job.

51 A handsomely produced wall map of the world in color, showing the routes of Swissair. Measures 44" x 19". Well-detailed. On its reverse side it contains illustrations of and information about the various types of aircraft operated by the airline.

52 New 16-page booklet on powered steel strapping tools designed to make the application of strapping easier, faster, and more uniform. Illustrations show how powered tools have increased packaging speed, reduced operator fatigue, and produced more secure packages.

53 Mexicana Airlines has produced a folder which features a compilation of interline routes between 22 United States points and Mexico City.

54 Here is the 1960 edition of the New York State Airport Map. Wall-size (21" x 25"), it lists 285 airports, heliports, and seaplane bases, locating the landing facilities in relation to county lines, principal waterways, cities and villages of at least 1,000 population, and small air-marked communities. It identifies municipal, privately owned, and military airfields, seaplane bases, heliports and flying farmer airstrips.

55 Complete analysis of Detecto's latest Automatic Cargo Weighing and Handling System, which is designed to expedite the flow of cargo traffic while maintaining inventory control.

56 Four-page illustrated bulletin illustrates and describes the Model A-5 Baldwin-Clark weighing attachment for fork trucks. Electronic weighing attachment makes possible the in-transit weighing of loads by fork trucks, eliminating need for weighing loads at platform scales.

Please Note

Items are offered in *Come 'n' Get It* for three consecutive months. Added this month are items Nos. 65 to 74.

Items generally remain available for approximately three months after the last time of publication, but may be withdrawn earlier.

66 Eight-page bulletin which describes Rapistan's small-parts handling conveyors. Photo illustrations.

67 The most recent issue of *Package Laboratory News*, organ of Hinde & Dauch, features the subject of pre-shipment testing. The issue also contains a story on air freight's relationship to product packaging.

68 A new catalog describes modular packaging. Contents illustrate and describe how standard components are assembled in modules to make containers from 2' x 2' x 2' to any size requirement that comply with rigid specifications as to environmental and shock conditions.

69 New four-page bulletin gives complete details and specifications of Clark's electric Utilitrac, 6,000-pound capacity fork truck.

70 Photos, drawings, and diagrams explain principles, operation and installations of the Rapistan Flow Rack for live storage.

71 A new bulletin by The Raymond Corp. illustrates and describes the company's line of electric walkie trucks designed for narrow-aisle operations.

72 Here is a handy 23-page booklet of events around the world, prepared by Air France. Features trade fairs, conventions and meetings, national events, etc.

73 Add to your file of shipping information the transpacific memo air freight tariff and domestic air freight tariff of Northwest Orient Airlines.

74 *Coordinated Materials Handling*, an excellent handbook illustrating new ideas in materials handling for manufacturers, retailers, wholesalers and service industries. Profusely illustrated.

BOOKS

(Continued from Page 35)

recognizable taste and smell to ex-GIs. Some of the scenes are screamingly funny; others, surprisingly sober and thoughtful. Goldman keeps racing his people through the pages, and perhaps does not pause long enough to give the novel deeper meaning. But if there is a little Bilko and Flagg and a few dozen others of that ilk in it, *Soldier in the Rain* is no less an interesting and occasionally hilarious story.

You are not very far into Jerome Weidman's newest novel, *Before You Go* (Random House; 437 pages; \$4.95), before you realize that the author has lost none of his mastery of the art of narration. His characters instantly spring alive; their words crackle like flame. Weidman's Benjamin Franklin Ivey (who should become increasingly recognizable as the book wears on) risen from a meager post at a New York settlement house to a political figure of international importance. His involvements on a more personal level are depicted in a bitingly sharp way, never slowing the swift current of narrative. Ivey is a fascinating individual; Julie Sarno only a little less so. This is not Weidman's best book, but it ranks way above many in the bookshops today.

62 Principles of APC (adjustable pressure conveyor) operation and their application to live roller conveyors are explained in a four-page, illustrated brochure.

63 Africa is changing so rapidly these days that the standard maps of a few months ago no longer hold true. Here's UAT French Airlines' newly published map of Africa, including a listing of the names of the newly independent countries, with data about each. Valuable.

64 *The Air Express Story*, an absorbing eight-page booklet which relates the history of Railway Express Agency's Air Express Division—its beginnings, and how it grew.

65 *Chateaux in the Sky* is a handsome 16-page booklet prepared by Air France. In full color, the booklet relates the lively history of the chateaux, and reproduces and explains the evolution of their heraldic shields.

**STILL
AVAILABLE . . .**

Custom House Guide

1960 EDITION

THE only single publication containing all the latest tariff information, covering all trade agreements, including GATT . . . plus revised, up-to-date Customs Regulations, reflecting the Customs Simplification Acts . . . Alphabetical Commodity Index of 20,000 commodities, including the new Reporting Numbers (USID) required on all import entries . . . Internal Revenue Import Taxes . . . Valuation of Imports . . . Port Sections giving important information on all United States Ports, in addition to Canada and the Philippines . . . and General Information required daily by the foreign trader.

7 VOLUMES IN 1

Consisting of more than 1,700 pages, this "bible" of foreign traders is now in its 98th year of publication . . . a *must* in every part of the world.

\$30 per copy, plus postage. This includes a year's subscription to the monthly supplement, AMERICAN IMPORT & EXPORT BULLETIN.

Custom House Guide

BOWLING GREEN STA., CUSTOM HOUSE, NEW YORK 4, N. Y.

BEST JET CARGO



OFFER

YET

SUPERCARGO
daily nonstop service
New York to Frankfurt

- Also All-Cargo nonstop flights from New York to Frankfurt.
- Direct Jet cargo service from San Francisco, Chicago, Montreal to Paris, Frankfurt.
- Immediate connections to All Europe, Near, Middle and Far East, Africa.
- Expert handling, lowest possible rates.

Call your agent or



LUFTHANSA
GERMAN AIRLINES

AIR CARGO DIVISION—410 PARK AVENUE, NEW YORK 22, PL 0-6522
OFFICES IN PRINCIPAL CITIES OF U.S. AND CANADA

